The
FOOD MARKETING INDUSTRY SPEAKS
1982

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The FOOD MARKETING INDUSTRY SPEAKS.

In 1981, the nation experienced a challenging but wrenching year. The year brought a new economic philosophy, supply side economics, designed for long-term solutions. But in business, there were short term problems. Although inflation started to slow during 1981, unemployment began to rise. Interest rates remained high. Sales of all industries were flat. In the supermarket industry, productivity and real growth were down.

This report reviews the general economic setting in 1981 as well as the performance of the industry and individual companies in that setting. It covers sales and profit trends, and provides a detailed look at several interest areas. It also provides productivity measures by type of store.

Highlighted this year, for example, are distribution centers —both at the wholesale and retail levels. The report also takes an in-depth look at shopping carts and electronic games.

Much of the data is compiled through FMI's annual surveys of the industry. Detailed explanation of the study is provided in the appendix. FMI gratefully acknowledges all those companies who gave their time and effort to fill out the questionnaires.

Industry information is also drawn from other FMI research reports such as *Operations Review* and *Facts About Store Development*. The Institute would also like to acknowledge data gathered from *Forbes Magazine*, the U.S. Departments of Agriculture and Commerce, and many other business and government publications.

While this report contains the complete analysis for 1981, it does not include the cross-tabulation of survey data from which this analysis was developed. This information, providing a more thorough look at industry activity, is contained in a separate supplemental report entitled *Detailed Tabulations from the Food Marketing Industry Speaks, 1982*. Another publication, *Trends—Consumer Attitudes and the Supermarket, 1982*, parallels *Speaks* by presenting the state of the industry from the consumer side. *Trends* explores consumer attitudes toward the economy and the supermarket, and analyzes changes in consumer concerns and shopping patterns.

Conducted by:

The Research Division
Food Marketing Institute
1750 K Street, N.W.
Washington, DC 20006

IN 1981

Retail Sales Gain	**9.3%**
Wholesale Sales Gain	**11.1%**
Sales Per Square Foot	**$6.75**
Sale Per Transaction	**$14.23**
Sales Per Labor Hour	**$89.00**
Gross Margin With Warehouse	**23.0%**
Gross Margin Without Warehouse	**20.9%**
Net Profit (before taxes)	**1.4%**
Average Weekly Store Sales	**$159,000**

These operating results are typical of FMI's member supermarkets. They represent average performance based on data from a cross-section of our membership.

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The ECONOMIC SETTING

In 1981, the nation had a new president and a new economic philosophy. Supply-side economics became a reality. But 1981 was a time to "wait-and-see" as well, because the supply side approach required long-term patience for long-term solutions.

Some of the pivotal points of President Reagan's 1981 economic program included:

- lowered taxes to create more money for investing in productive parts of the economy rather than in government services;
- reduced government spending and less industry regulation to stimulate creative market forces from the private sector;
- reduced budget deficits so that the private sector doesn't compete for investment money with the government, which is forced to borrow to cover its deficit, thus driving up interest rates; and
- shifted responsibility for social programs to state and local governments, closer to the needs of the people for whom the programs benefit.

It was interesting to watch the President's victories in his program last year. But his programs were not designed to work overnight. And as the year progressed, some very potent obstacles were thrown in the path of the program:

- although inflation lessened significantly, unemployment rose steeply;
- the Federal Reserve retained its tight control of the money supply, which combined with a large Federal deficit means continued high interest rates; and
- two of the largest industries, automobile and housing, continued to sag and create enormous regional and national declining economic pockets.

As Reagan's program proceeds, the year 1982 will be the one to watch. His economic program seeks long-term improvements in the face of some serious short-term economic problems. The key factor will be whether the economy picks up before political forces change the thrust of the program.

Economic Growth

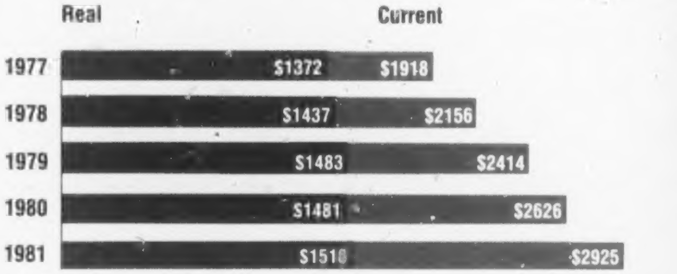
Economic growth in 1981 carried mixed blessings. Compared to previous years where most of the news was weighted on the down side, there was some good news as well.

In 1981, the Gross National Product reached $1.5 trillion in real, or deflated dollars. The GNP is the national production of goods and services. It was good news to see the "no growth" level reversed in 1980 to a real growth level of 2 percent in 1981. At one point observers would have looked at the whipsawing of the GNP from quarter to quarter as unprecedented. But now these fluctuations are viewed as by-products of the many variables in the economy.

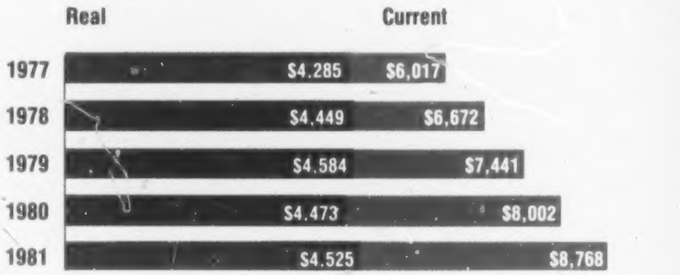
If anything, a fluctuating GNP shows that while the economy is rocky, it nonetheless has some stability. For example, the prime rate has gone up and down with the same velocity as the stock market, making it a tough time to borrow money. Yet some costs may be leveling off, such as in energy, as world oil prices reflect the current glut.

Another positive sign in the economy was the decrease in the inflation rate. The overall inflation rate as measured by the Consumer Price Index was 10.4 percent in 1981. All factors indicate

Gross National Product (Billions)



Per Capita Disposable Income



that the gradual increase in the yearly rate of inflation is on the reverse.

The slowed pace of food price increases is another positive trend. The rate of increase for food-at-home rose 7.3 percent, the lowest rate since 1977. Prices for food away-from-home also slowed to an increase of 9 percent in 1981.

In 1981, consumers spent 16.7 percent of their disposable income on food, with the food-at-home share representing 12.3 percent. These percentages represent slight increases over the previous year for food items at a time when real purchasing power for consumers declined.

One of the more unfortunate sides of the economy was unemployment. Sagging production in the automobile and housing industries took their toll. At the end of 1981, unemployment rose to a rate of 7.6 percent. In the early part of this year its even gotten worse.

Retail Sales

Gradual weakening in consumer spending definitely plays a role in sales. After peaking in the second quarter, sales for all retail stores dropped significantly right through the fourth quarter. The fourth quarter was marked with heavy promotional and price cutting activity in order to prop up sales.

But in the end, grocery store sales trends followed those of all retail stores. Rather than typically rising at the end of the year, fourth quarter grocery sales were the lowest of the entire year.

Restaurant sales did not perform any better. In 1979, restaurant sales started to lag behind grocery sales. For the most part, this trend has continued through 1981.

Food Production

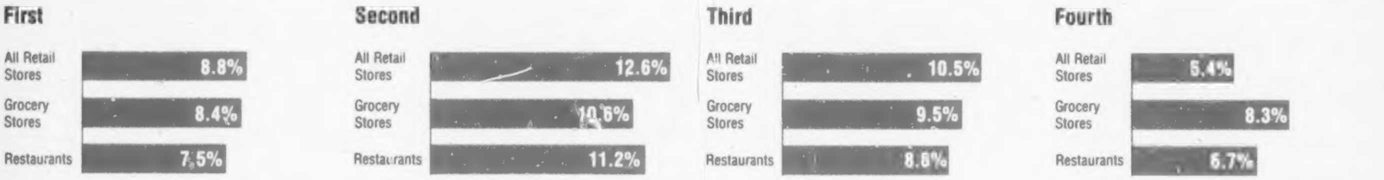
The United States broke all sorts of records with the 1981 feed grain crop. The bumper corn crop of 8.2 billion bushels was up 23 percent from the drought-stricken crop of 1980. As the primary feed grain, the corn crop should help in keeping livestock production costs down. Of course, export policies must be considered.

Milk production continued its upward surge—132.2 billion pounds in 1981. The increase in the output per cow was due for the most part to the favorable milk-feed price relationships. As USDA expects this relationship and other factors to remain favorable, the Department anticipates further increases in milk production of one to three percent in 1982. Last winter Americans saw the results of record-breaking milk production. Millions of pounds of milk were processed into cheese, prompting the government's nationwide "Big Cheese Giveaway."

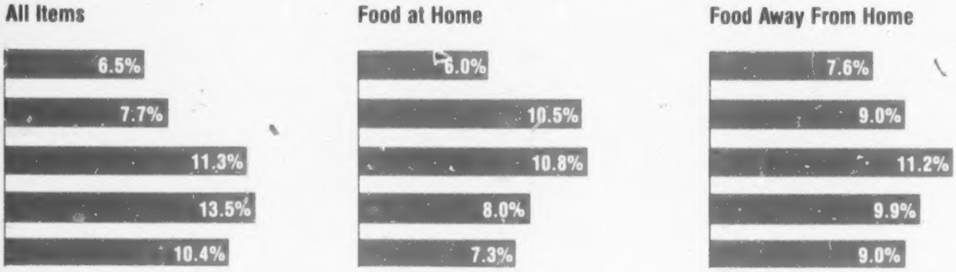
Wheat production was another "bread-winner." The 1981 level climbed to almost 2.8 billion bushels. Although good news in the short-term for consumers, the increased production depressed prices received by farmers, and USDA is not hopeful that exports will remedy this problem for farmers.

Pork production registered a decline in 1981, at just above 15.7

Sales Increase over '80 **By Quarters**



Consumer Price Index



billion pounds. Part of this decrease was due to the severe winter weather in 1981. USDA anticipates that less pork, along with little year-to-year changes in competing meat production should strengthen hog prices.

Beef production continued to rise for the second year in a row, to over 22 billion pounds in 1981. The expansion phase of the cattle cycle continued. Part of this expansion has been due to feed grain price relationships. USDA anticipates only slight increases in 1982 production as feedlot profits are expected to be only modest.

Poultry production, including broilers as well as turkeys, rose to 14.2 billion pounds in 1981, in part due to declining red meat prices which caused a reduction in poultry prices. However, USDA anticipates only a modest growth for broilers and a decrease for turkeys in 1982 because of the reduced profits for producers.

In looking at future food prices, USDA forecasts should be viewed with caution. For example, in 1981 USDA economists predicted a 10 to 15 percent increase in retail food prices. The predictions were revised throughout the year as grain crops, domestic consumption and international market influences were measured. By year end, food prices increased only 7.9 percent, reflecting the lowest rise in three years.

In 1982, USDA says the food marketing sector will influence food prices because of rising labor costs. The Department believes that these increases, combined with nominal rises from farm level prices, will push supermarket prices up five to eight percent, with a six percent rise "being more likely."

Wholesaling

Wholesalers are an important part of FMI, both on operations and public affairs issues. They lend strength to their independent operators and to FMI's industry voice.

Sales growth for the average wholesaler rose more modestly in 1981 to 11.1 percent, less than the 14.8 percent in 1980 and 16 percent in 1979. After the inflationary effect is removed, real sales in 1981 grew by 5.5 percent, compared to 5.9 percent in 1980.

The average sales volume per retail store was $2.47 million in 1981. In cooperation with other industry sources, FMI changed its definition of the supermarket to include those with annual sales of at least $2 million. Inflation was the impetus for this change.

In terms of providing services to their retailers, the following predominate the list of services: providing product movement data and individual retail pricing, handling private and generic label merchandise, supplying advertising support and equipment procurement, and reporting gross margin by item. Less than half of the wholesalers were offering lease financing, discounts, and direct store delivery system support.

It is not surprising that 66 percent of the chain stores receive their supplies from their own warehouse. Independents, those with ten stores or less, reported 30 percent affiliation with cooperatives and 22 percent with voluntaries. One major source of supplies to both chains and independents is direct vendor deliveries. These deliveries represent just over 24 percent of chain store volume and over 28 percent for independents.

Retailing

The typical food retailer had a 1981 sales gain of just over 9.3 percent, considerably below the 1980 sales increase. Removing the effect of inflation, the real sales increase dropped significantly, to 3.4 percent. This slow sales growth parallels much of the economic data outlined earlier: sales were flat last year. Although the drop in current sales increase reflects the slowing of inflation, the decline in real sales growth indicates that consumers were also watching their food-at-home budgets.

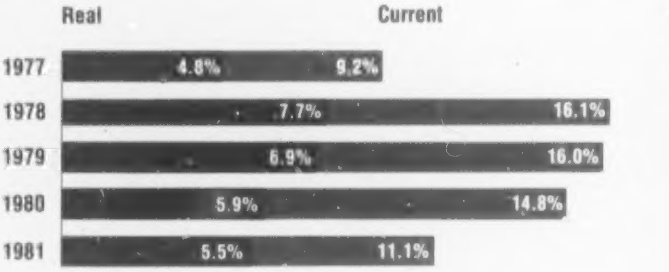
A comparison of identical stores operated in 1980 and 1981 demonstrates a similar effect. Identical stores registered a 1981 sales increase of just over 8 percent. After accounting for inflation, real identical store sales increased by only 3 percent. The fact that total sales did not measurably increase more than those of identical stores sales indicates that new stores and remodels did not significantly improve industry performance.

In addition to sales, profitability also has a bearing on industry performance. *Forbes Magazine*

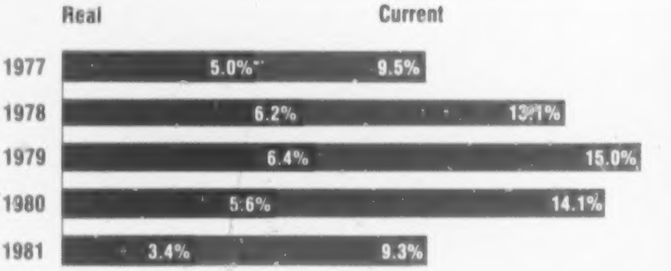
Membership Services Provided by Wholesalers

Product Movement Data	***100.0%***
Individual Retail Pricing	***100.0%***
Handle Private Label	***95.8%***
Advertising Programs	***87.5%***
Equipment Procurement	***87.5%***
Handle Generic Label	***87.5%***
Gross Margin Report by Item	***83.3%***
Retail Accounting	***75.0%***
Real Estate & Store Engineering	***75.0%***
Equipment & Fixture Financing	***75.0%***
Member Payroll	***66.7%***
Education/Training	***66.7%***
Interior Decor & Design Service	***66.7%***
Scanning Support	***58.3%***
Space Allocation	***58.3%***
Lease Financing	***45.8%***
Discount Program	***45.8%***
DSD System	***45.8%***

Wholesale Sales Increase



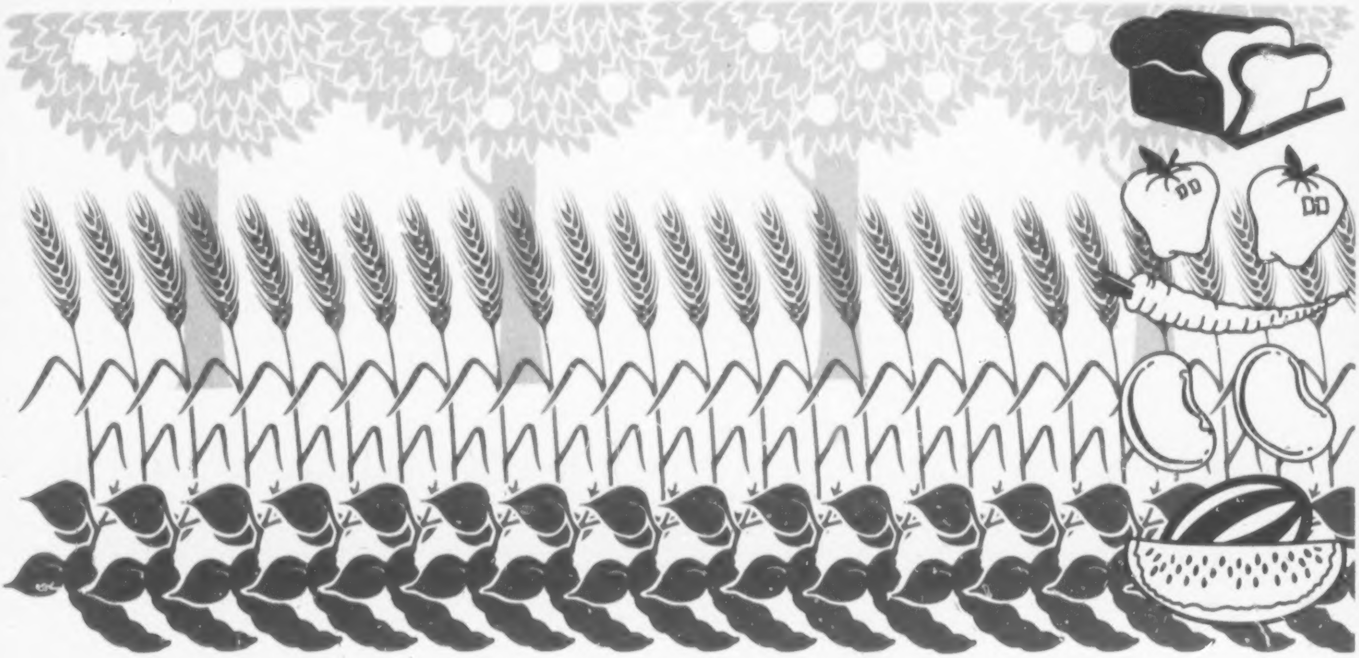
Retail Sales Increase



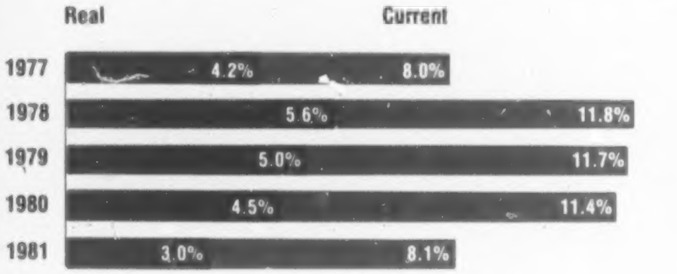
provides an indication of the trend each year in their January issue. For 1981 Forbes reported a return on total assets of 10.2 percent. This figure represents a reversal of the decline in 1980 and demonstrates the industry's highest level of capital productivity in several years.

The return to the owner is best measured by return on net worth. The *Forbes* figures showed a return of 14.8 percent, a level even with 1980. Based on a five-year average return on equity, the supermarket industry ranked 27th of 47 industries surveyed by *Forbes.*

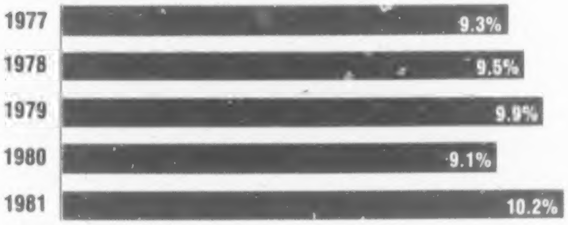
The *Forbes* data are based on only the annual reports of publicly held companies and therefore are not as broad in coverage as FMI's *Annual Financial Review.* The FMI report also breaks down performance by size category. By way of illustration, the 1980 returns on net worth from the FMI report showed that larger firms lost some of the profitability they gained in 1978 and 1979, while smaller firms reached the highest level of profitability in the past several years.



Identical Store Sales Increase

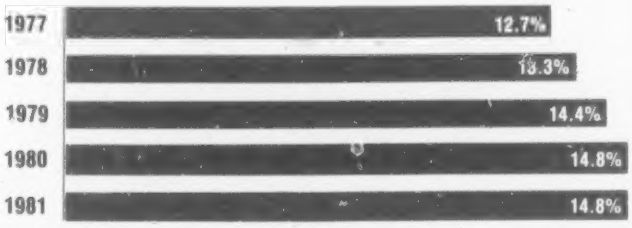


Return On Total Assets*



*Source *Forbes*

Return On Net Worth*



*Source *Forbes*

COMPANY PERFORMANCE

Gross Profit Margin

Gross margin measures the portion of the consumer's food dollar used to cover all operating expenses and profits of the food retailer. It is measured as a difference between the cost of merchandise to the retailer and the amount which the retailer receives upon sales of the merchandise, expressed as a percentage of the retail value.

Companies *without* their own warehouse found that their gross margin stayed at the 1980 level of 20.9 percent. For companies *with* their own warehouse, gross profit margins increased rather substantially, to 23 percent. This figure represents a full percentage-point increase from 1977.

Store-door margins increased just a bit in 1981, to 18.8 percent. This number represents store costs and operating profit only. Inventory shortage, or shrink, averaged .49 percent of sales in 1981. In looking at cost of shrink over the past three years, 1979 appears to have been the worst year.

Net Profit Margin

Unlike gross margins, net profit margins decreased for the second year in a row. Net margins before taxes were 1.4 percent of sales in 1981. A look at net margin by quarters demonstrates that companies had difficulty in all four quarters.

Store Labor Cost

Wage rates climbed very steeply in 1981. The average hourly labor cost rose by over 16 percent to $7.64, significantly greater than the 11 percent increase in 1980. Along with hourly wages, store labor costs also increased. Direct labor costs rose to 8.5 percent of sales, fringe benefits to 2 percent—for total store labor costs of 10.5 percent of sales.

Productivity

Productivity remains a critical concern of the supermarket industry. The three standard yardsticks for measuring productivity this year show improvement at the front-end. Declines were registered, however, due to the expansion in service departments as well as to increases in operating costs for labor and energy.

Sales per square foot in current dollars for 1981 was $6.75. This figure represents a first significant decline, of almost 3 percent, in many years. Removing the effect of inflation, real sales per square foot continued to drop. The 1981 level dropped by 9.5 percent to $2.50 per square foot.

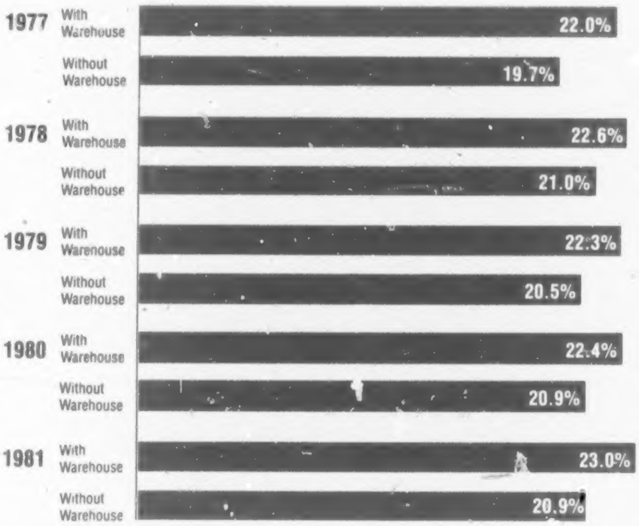
By type of store productivity measures vary. Warehouse stores reaped the highest sales per square foot, at $7.90. Limited assortment stores, which carry the smallest selection of items, were lowest at $3.89 per square foot.

Sale per transaction shows the most dramatic increases in productivity, most likely due to improvement at the front end. Current dollar sale per customer transaction rose a hefty 17.5 percent to $14.23. Real sale per customer transaction reversed its long-term decline. The 1981 level rose by 9.5 percent to $5.27 per transaction.

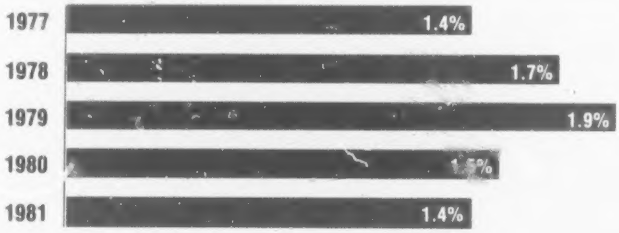
Looked at by type of store, it is not too surprising to see warehouse stores having the highest sale per transaction, at $20.93. What may be surprising is that conventional stores range up the lowest, at $12.41 per transaction.

Current dollar sales per labor

Gross Profit Margin



Net Profit Margin before taxes



hour increased at its lowest rate in several years. The 1981 figure of $89.00 represents only a 2.5 percent increase over the year before. In real sales per labor hour, the 1981 figure of $32.98 reversed its steady growth by declining 5 percent from the year before.

Again, it is not surprising to find warehouse, and even limited assortment stores doing so well in this category. Control of labor costs is one of the most important criteria in the success of these stores. Combination stores, those with at least 25 percent general merchandise in the store, registered the lowest sales per labor hour at $74.26.

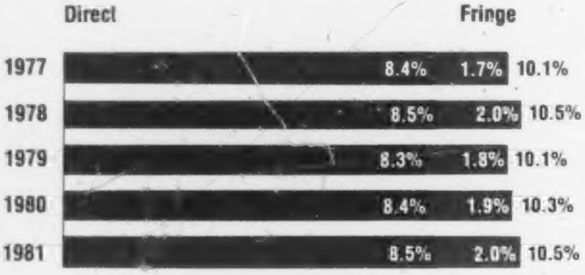
In 1981, the typical food retailer averaged $159,000 in weekly store sales. By type of store, combination stores did the highest average weekly volume, at $203,728. At the lowest end of the spectrum were limited assortment stores, with weekly sales averaging $50,000. Average weekly sales per checkout were $21,707.

In 1981, the average number of items carried was 12,877 items. By store type, combination stores, with their heavy array of non-food items carried an average of 23,000 items, compared to super stores at 14,000 and conventional at 11,000. The rule of thumb for distinguishing these stores is that supers are above 30,000 square feet while conventionals are below that.

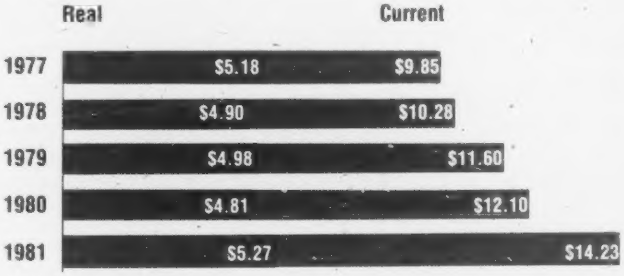
In 1981, the average price of an item carried in the supermarket was $1.19. By type of store, combinations had the highest average price of $1.49, probably due to the variety of merchandise typically carried in these stores. Limited assortment stores had the lowest average item price of $1.01.

In 1981, the aveage size of the typical supermarket was 30,000 square feet. By type of store, conventional stores averaged about 21,700 square feet. Included in this figure are urban stores which tend to be smaller. Warehouse stores averaged 26,000 square feet and combination stores over 47,000 square feet.

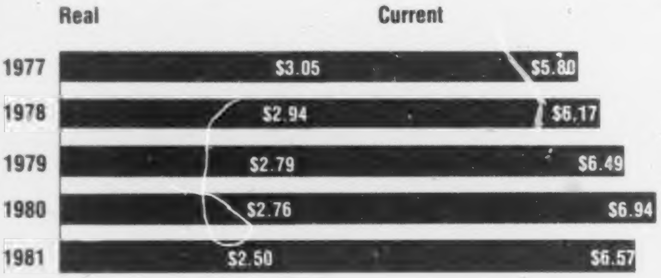
Total Store Labor Cost



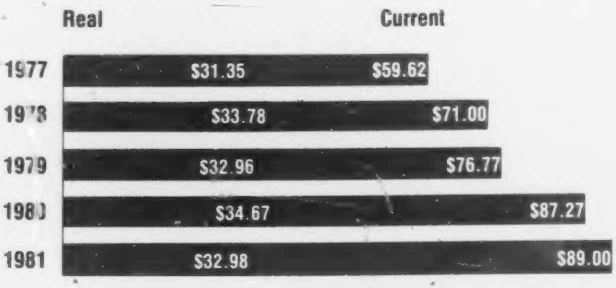
Sale Per Transaction



Sales Per Square Foot



Sales Per Labor Hour



Transportation/Fleets

The majority of trailers, 81 percent, operated by companies are owned by those companies rather than leased. Retailers owned more of their trailers than wholesalers. For tractors, 74 percent were owned by all companies involved. And once again, retailers owned a greater portion of their tractors at 81 percent than did wholesalers at 59 percent.

Within the fleet itself, the typical company's fleet is composed of 79 refrigerated trailers and 107 dry trailers. Among the tractors, the make-up is largely of 3-axles, the typical company using 61. For all the companies, the ratio of trailers to tractors is 2.5.

The typical company employs 102 drivers in an average week. Retailers tended to employ slightly more drivers than did wholesalers. The all-company ratio of full-time drivers to tractors was 1.53. Again, the ratio was higher for retailers than for wholesalers.

Typical Fleet Per Company	
Number of Trailers	
Refrigerated	*79*
Dry	*107*
Number of Tractors	
3-Axle	*61*
2-Axle	*19*
Ratio of Trailers to Tractors	*2.5*

The receiving-end of the docks has taken on increased importance in an efficient transportation system. For both retailers and wholesalers, most inbound truck loads are delivered by common carrier. There were two types of deliveries where retailers and wholesalers differed. Retailers received 20 percent of their shipments from contract carriers compared to 15 percent for wholesalers. The other disparity occurred in backhauling. Retailers were receiving only 18 percent of their goods from their own trucks via backhaul, while wholesalers received a quarter of all their goods from their own backhauls.

The good data on shipping was that, in 1981, the average number of miles per truck trip was 141, compared to 118 miles per trip in 1980. The growth of this distance could reflect additional backhauling.

Proportion of Fleet Owned	*Total*	*Retailers*	*Wholesalers*
Trailers	*80.8%*	*85.8%*	*68.1%*
Tractors	*74.2%*	*80.8%*	*59.1%*

The average distance between distribution center and stores served in 1981 was 105 miles. Retailers averaged a distance of 102 miles between distribution center and store, while wholesalers averaged 113 miles. The longest distance between distribution center and stores for all companies were 249 miles. For retailers, the longest distance was 240 miles. For wholesalers the distance was 270 miles.

DISTRIBUTION CENTERS

Dry Grocery Distribution Centers

This year average total area for dry grocery distribution centers was over 230,600 square feet. Distribution centers of wholesalers, at 243,000 square feet, were larger than those of retailers at 229,000 square feet.

Most of the distribution centers, 57 percent, were operating five days a week. But almost a third were operating six days a week. There is also a clear preference on number of shifts per day, with almost half, 47 percent, using two shifts per day. The rest of the companies were fairly evenly divided between one or three shifts per day.

The typical dry distribution center used an average of 80 employees. About 76 percent of the companies said their dry grocery employees were unionized.

The average dry grocery distribution center carried 5,500 items. And, these centers turned their inventory over 16 times a year. Wholesalers, understandably, were processing a great many more orders per week, 493, than were retailers, 168.

Distribution centers receive shipments via rail or truck. The typical dry grocery center received 150 inbound loads by truck per week. These centers usually received about 15 deliveries per week by rail car. Outbound, the average number of vehicle loads per week was 150. In terms of selection methods, the majority of companies, 87 percent, are using manual selection. About 11 percent of the companies are using select to conveyor.

With regard to distribution center productivity, the average number of cases shipped per direct labor hour was 108. The average number of cases stored and replenished per direct labor hour was 316. The average number of cases selected per direct labor hour was 160. The average number of cases repackaged per direct labor hour was 285.

Dry Grocery Distribution Centers	
Average Total Area	
Total Centers	*230,643*
Retail Centers	*229,000*
Wholesale Centers	*243,000*

Refrigerated Distribution Centers

This year FMI collected data for several types of refrigerated distribution centers. Following are results about some of these centers.

Produce

The average total area for produce centers was 32,410 square feet. Distribution centers of wholesalers, at 42,300 square feet, were larger than those of retailers at 31,000 square feet.

The produce distribution centers were fairly well divided on the number of days they operated per week. There seemed to be no preference for operating either a five or six-day week. There was a clear preference, however, on number of shifts per day. Two-thirds of all produce centers were operating on a two-shift day.

Produce	
Average Number of Items Available	375
Less than 10,000	150
10,000-19,999	250
20,000-39,999	373
40,000-79,999	403
80,000 or More	600

The typical produce distribution center had an average of 18 employees. Size made a great difference in this number. Those centers between 10 and 20,000 square feet typically had 11 employees. Those between 40 and 80,000 had 20 employees, and centers larger than 80,000 square feet averaged out at 70 employees. Just about four-fifths of all produce centers reported had employees who were unionized.

Our typical produce distribution center carried an average of 375 items, while the larger carried 600 items. These distribution centers turned their inventory over 63 times a year. There was not a great difference in turnover for centers between 10,000 and 80,000 square feet.

Produce	
Average Total Area	
Total Centers	32,410
Retail Centers	31,000
Wholesale Centers	42,300
Average Number of Employees	18
Less than 10,000 sq. ft.	8
10,000-19,999	11
20,000-39,999	14
40,000-79,999	20
80,000 or more	70

The typical produce distribution center received 65 truck loads per week and an average of 2 rail car deliveries per week. The typical produce distribution center served 59 supermarkets, shipping about 40,000 cases per week. The number of outbound vehicle loads per week was 89.

Productivity measures for produce centers show that the average number of cases shipped per direct labor hour was 133. Smaller produce centers, below 10,000 square feet, were the most productive. The average number of cases stored and replenished per direct labor hour was 326. The average number of cases selected per direct labor hour was 148.

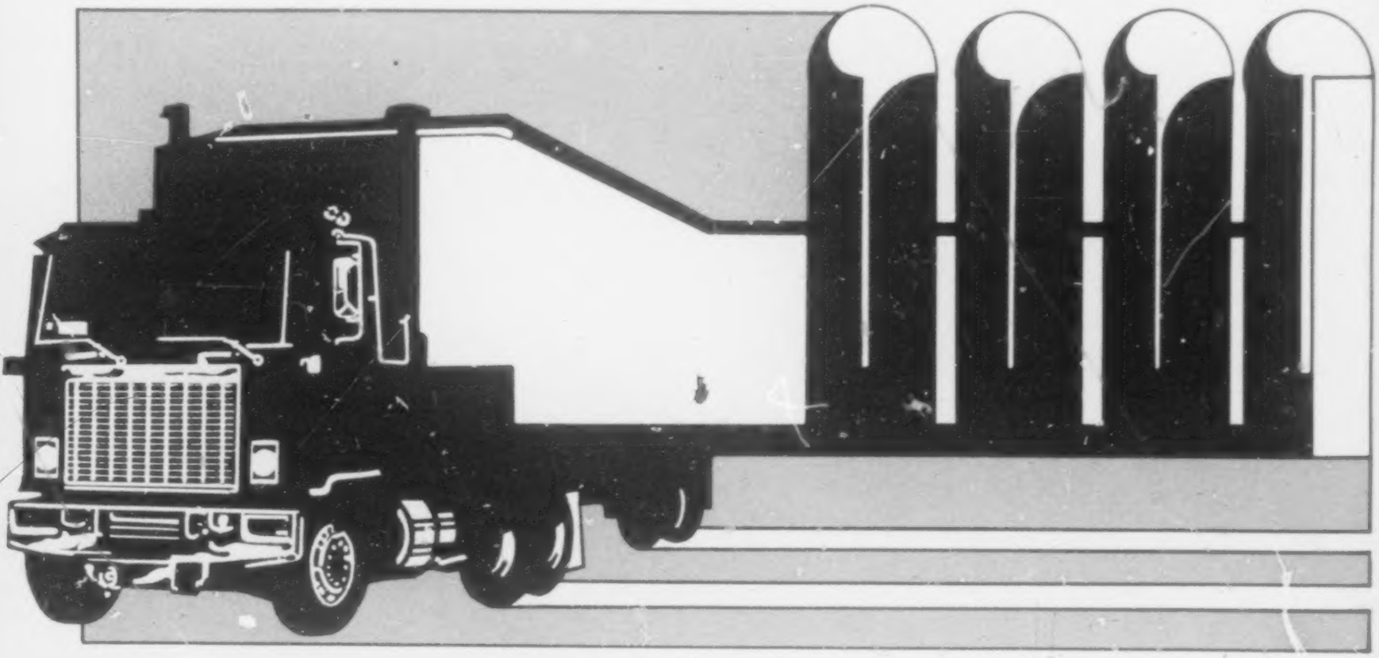
Produce	
Average Number of Inventory Turns	63
Less than 10,000	52
10,000-19,999	65
20,000-39,999	63
40,000-79,999	62
80,000 or more	104

Dairy

The average total area for dairy centers was 10,800 square feet. Distribution centers of retailers, at 13,887 square feet, were larger than those of wholesalers at 10,075 square feet.

The dairy distribution centers showed a clear preference on the number of days they operated per week. Sixty percent operated five days a week. There was also a clear choice on number of shifts per day. Here again, 60 percent operated a two-shift day.

The typical dairy distribution center had an average of 5 employees. Just about three-



quarters of all dairy centers reported had employees who were unionized.

Our typical dairy distribution center carried an average of 350 items, while the larger number, 563, were carried by centers between 20,000 and 39,999 square feet in size. These distribution centers turned their inventory over 22 times a year. There was not a great difference in turnover for centers regardless of size.

Dairy	
Average Total Area	
Total Centers	*10,800*
Retail Centers	*13,887*
Wholesale Centers	*10,075*

The typical dairy distribution center received 18 truck loads per week. The typical dairy distribution center served 62 supermarkets, shipping about 20,462 cases per week. Wholesalers processed 210 orders weekly, while retailers processed fewer, at 181.

Productivity measures for dairy centers show that the average number of cases shipped per direct labor hour was 180. The average number of cases stored and replenished per direct labor hour was 316. The average number of cases selected per direct labor hour was 174.

Dairy	
Number of Orders Processed Weekly	
Retail Centers	*Wholesale Centers*
181	*210*

Meat

The average total area for meat distribution centers was 15,000 square feet. Distribution centers of wholesalers, at 18,200 square feet, were larger than those of retailers, at 15,000 square feet.

The meat distribution centers were almost evenly divided on the number of days operated. Fifty percent operated five day weeks and 43 percent operated six. There is a clear preference on number of shifts per day, with almost three-quarters using two shifts per day. For the rest of the companies, 21 percent chose one shift and 7 percent chose three.

Meat	
Average Number of Cases Shipped per Week	*23,800*
Average Number of Cases Shipped per Direct Labor Hour	*90*
Average Number of Cases Selected per Direct Labor Hour	*132*
Average Number of Cases Stored and Replenish Labor Hour	*340*

The typical meat distribution center used an average of 8 employees. About 70 percent of the companies said their meat employees were unionized.

The average meat distribution center carried 400 items. And, these centers turned their inventory over 52 times a year. Wholesalers and retailers processed almost an identical number of orders per week. Wholesalers processed 155 orders and retailers, 151.

Although distribution centers can receive shipments via rail and truck, the typical meat center received inbound loads only by truck. The typical center received 32 truck loads per week. Outbound, the average number of vehicle loads per week was 40. In terms of selection methods, the majority of companies, 92 percent, are using manual selection. About 8 percent of the companies are using select to conveyor.

With regard to distribution center productivity, the average number of cases shipped per direct labor hour was 90. The average number of cases stored and replenished per direct labor hour was 340. The average number of cases selected per direct labor hour was 132.

Meat	
Average Number of Inbound Truck Loads per Week	*32*
Less than 10,000	*14*
10,000-19,999	*30*
20,000-39,999	*50*
40,000-79,999	*120*

The average number of supermarkets per meat distribution center was 55. The average number of cases shipped per week was 23,800.

Number of Shifts Operated Per Day in Distribution Centers

	All Companies	Wholesale Companies	Retail Companies
Dry Grocery			
One	27%	10%	37%
Two	47%	63%	39%
Three	25%	28%	23%
Dairy			
One	30%	17%	39%
Two	60%	75%	50%
Three	10%	8%	11%
Produce			
One	14%	—	17%
Two	66%	75%	69%
Three	20%	25%	19%
Meat			
One	21%	—	29%
Two	72%	87%	67%
Three	7%	13%	5%

OPERATIONS

Customer Payment Policies

All the companies responding to FMI's survey reported that they accepted personal checks. Virtually all the companies, 92 percent, accepted payroll or government checks.

The majority of companies accepted checks without a purchase. Personal checks without a purchase were accepted by 61 percent of the companies. Payroll or government checks without a purchase were accepted by 67 percent.

Most companies accepted checks over the amount of purchase, but usually with a limit. For personal checks, 84 percent of the companies accepted checks up to a limit above the purchase price, and for personal checks this limit was a median of $20 above the purchase. Although fewer companies, 73 percent, accepted payroll or government checks up to a limit over purchase, this limit is much higher: a median of $300 above the purchase price.

Personal Checks		
Authorized		
In Grocery Lane		*70.3%*
At Courtesy Booth		*24.0%*
At Bank Terminal		*.4%*
Other		*5.4%*
Charge for Accepting Checks		
Personal	*2%*	*25¢*
Charge for Accepting Checks Over Purchase		
Personal	*16%*	*20¢*
Payroll/Government	*21%*	*25¢*
Charge for Returned Checks		
Personal	*90%*	*$5.00*
Payroll/Government	*84%*	*$5.00*

Very few companies charged customers for accepting checks in the amount of purchase. Only 2 percent charged customers for personal checks, and the typical charge was 25 cents.

The number of companies charging customers increases, however, for accepting checks over the purchase. Sixteen percent of the companies charged customers a median amount of 20 cents, for accepting personal checks over the purchase price. For payroll or government checks, 21 percent charged customers for checks over purchase, with the median fee being 25 cents.

Primary Customer Identification Method	
Personal	
Store Courtesy Card	*42%*
Driver's License	*31%*
Driver's License/Checker Knows Customer	*6%*
Checker Knows Customer	*5%*

Nor surprisingly, most companies charge a fee for returned checks, 90 percent charging a fee for personal returned checks and 84 percent charging for returned payroll or government checks. The median fee for both returned personal payroll and government checks was $5.00.

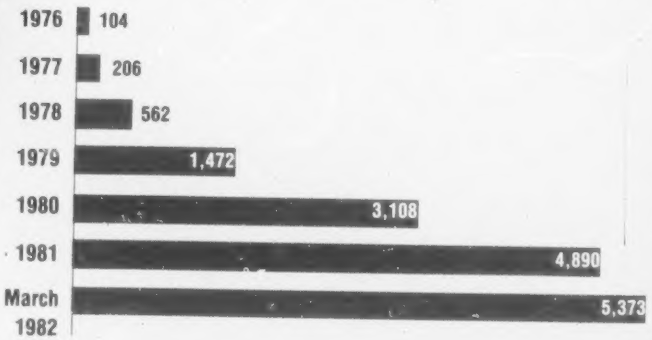
The typical store volume was 2,786 checks per week, with 26 checks returned each week. The numbers work out to a bad-check-return rate of 1 percent. Of the 26 checks returned per week, about 4 of the checks are typically written off as uncollectible by the store. The typical dollar value of the checks was $50. In total, checks represented 60 percent of a store's weekly sales. The dollar value for checks returned was $50.

Authorizing checks is an important part of payment policies. The majority of personal checks, 70 percent, were authorized in the grocery lane. The other primary area for authorization was the courtesy booth. A store courtesy card was used by 42 percent of the stores for customer identification on personal checks. About one-third, or 31 percent, of the stores required a driver's license as well as the primary identification method.

One other form of transaction which is receiving a lot of attention these days is food stamps. Overall, food stamps accounted for 10 percent of the typical company's 1981 sales volume. Thirteen percent of all companies pay their banks a service charge for handling food stamps.

There was a slight increase in credit card acceptance in 1981. The proportion of companies accepting credit cards for payment of grocery items grew from 3 percent in 1980 to 6 percent in 1981. For pharmaceuticals and non-foods, credit card acceptance has grown from 6 percent to 12 percent.

Scanning Installations



Shopping Carts

With productivity so important these days, controlling losses is critical. Although customers may take them for granted, shopping cart losses are an important matter for supermarket operators. The typical food store had 180 shopping carts, with a life expectancy of 6 years. The annual maintenance cost paid by a store for its shopping carts was $1,395. The proportion of a store's shopping carts which are annually lost or vandalized was 12 percent.

Almost three-quarters, or 71 percent, of the stores permitted carts to be taken to the car. Only 4 percent prevented shopping carts from leaving the loading zone, and 25 percent provided for parcel pick-up.

Primary Method for Distributing Groceries	
Parcel Pick Up/Carry Out	*25%*
Cart Remains at Loading Zone	*4%*
Cart Taken to Car	*71%*

Stores which allowed carts to be taken to the car typically had 198 shopping carts. The life expectancy for these carts was 5 years, with maintenance costs of $1,868 per store for all carts. Stores which allowed carts to be taken to the car also had the highest proportion lost or vandalized—14 percent.

Stores which prevented carts from leaving the loading zone fared better. These stores typically had 159 carts, with maintenance costs of $1,544 and a lost or vandalized rate of 7 percent. The life expectancy of carts for these stores was the same as those where carts are taken to the car—5 years.

Shopping Carts	
Average Per Store	*180 carts*
Percent Lost/Vandalized	*12%*
Life Expectancy	*6 years*
Maintenance Cost	*$1395 store*

It should come as no surprise that the stores with the greatest expense control on shopping carts were those with parcel pick-up, although there was undoubtedly a trade-off on labor expense. These stores typically had 138 carts with a life expectancy of 7 years. Their maintenance costs were by far the lowest, at $669 per year. They also had fewer carts lost or vandalized, 5 percent

Electronic Games

Supermarkets have joined in the public preoccupation with electronic games. Companies indicated that 28 percent of their stores had at least one electronic game. Supermarkets projected that they would have games installed in 38 percent of their stores by the end of 1982. Most of the stores had 2 electronic games in each store. Typically, a store received revenue of $143 a week per game.

There seemed to be very few difficulties with the games. Only one percent of all the games installed were removed. In fact 83 percent of the companies surveyed said they didn't have any problems. Of the difficulties which were experienced, 10 percent said it caused a problem with players loitering, while 6 percent said it caused general disruption. Poor service, equipment repairs, and increased pilferage were cited only minimally as difficulties.

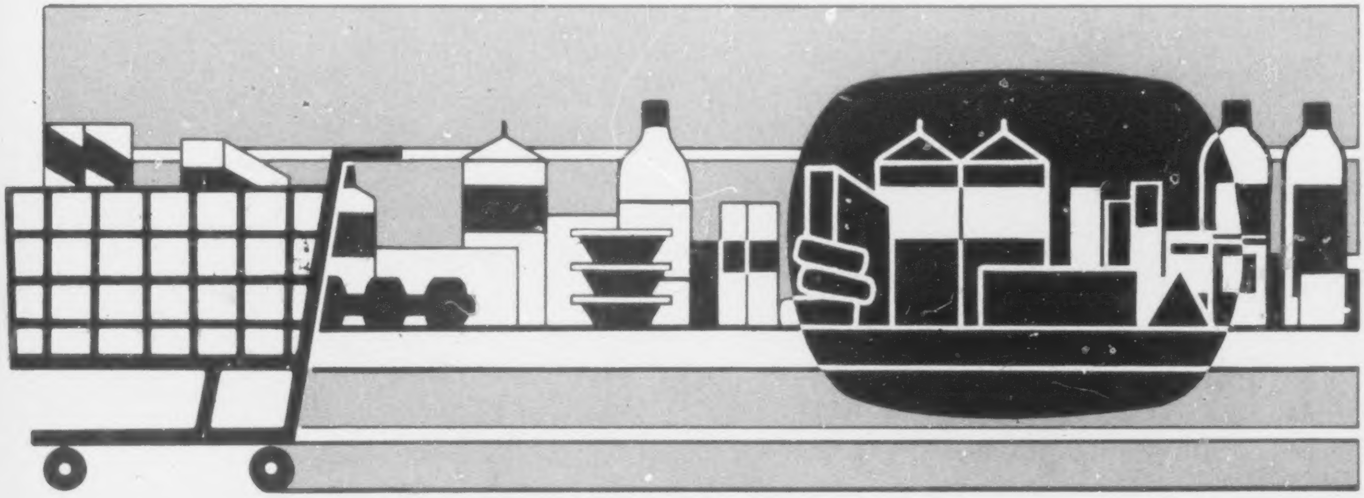
Scanning

The number of scanning installations increased by over 2,000 in the last year. As of March this year, there were over 5300 scanning installations. Among the vendors, NCR leads the pack in installations at 38 percent, with IBM and Datachecker in second and third place.

At the end of 1981, 14.5 percent of all the companies indicated they were 100 percent scanning. By store count, scanning should be at 20 percent of the supermarket population by summer 1982.

As the number of scanning installations increases, it is more and more interesting to see what companies are doing with this information. First of all, 75 percent of the companies responding indicated they employed at least one person with specific responsibility for analysis of scanning data. Most of the companies, 94 percent, used scanning for checker performance. Almost three-quarters, 73 percent, used scanning for coupon accounting. Around two-thirds put scanning to work on coupon acccounting and tracking specials. And one important addition, 40 percent of the companies evaluated new product performance through scanning.

Scanning has become entrenched as a tool for improving productivity at the front end. But the industry still has work ahead if it is going to make other needed improvements in productivity. Improving efficiency is the best way to weather the type of economic fluctuations the industry has been experiencing. But overall, the industry remains a healthy and dynamic one.



STORE DEVELOPMENT

For 1981, FMI developed several new areas of information in store development. This chapter presents the highlights of these results.

Existing Stores

The average age of the typical supermarket was 11.5 years. The oldest stores were conventionals, 12 years, and the youngest were limited assortment, under 3 years. Super stores and warehouse stores were similar in age, approximately 6 years for both. Combination stores averaged 4 years.

The responding companies were asked whether their supermarkets were owned or leased. Twenty percent of all supermarkets are owned. Three regions reported over 40 percent of their supermarkets owned; the northeast, the west north central, and the west south central. Canada reported very few owned stores, 6 percent.

New Stores

The pace of store openings increased a bit from 1980. In 1981, there were 4.7 percent stores newly opened.

In the new store category it was found that the majority of supermarkets built in 1981 were super stores, 54 percent. Tied for second place were conventionals, 23 percent, and combination, 20 percent. In closings, no other type came close to conventionals. Ninety percent of all stores closed in 1981 were conventionals, six percent were super stores and 3 percent were limited assortment stores.

Companies reported that the average number of months from store openings until the supermarket reaches breakeven is 12 months. In size, the typical new store was 34,000 square feet and had aisles averaging 6.5 feet in width. The percentage of selling space to the total area was 74 percent.

In constructing a new supermarket in 1981, the retail company needed about $54 per square foot. Over $30 of this cost was for the actual building and $20 went for fixtures, equipment and decorations.

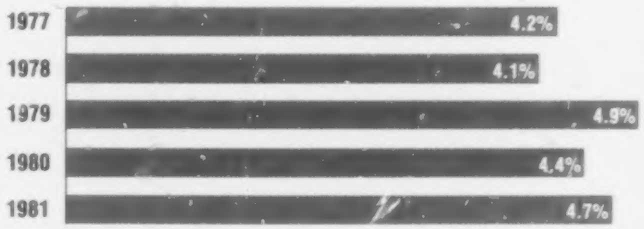
Closings

The percentage of store closings last year was 5.5 percent, equal to the 1976 level.

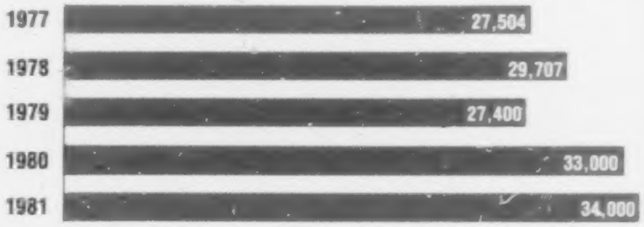
Remodels

Companies reported six percent of their stores were remodeled in 1981. Data showed the typical store underwent a major remodel 10 years after being built or seven years from the last major remodeling. The average total capital invested for remodels was $305,000, up slightly from 1980. By square footage, the average investment was $14 per square foot.

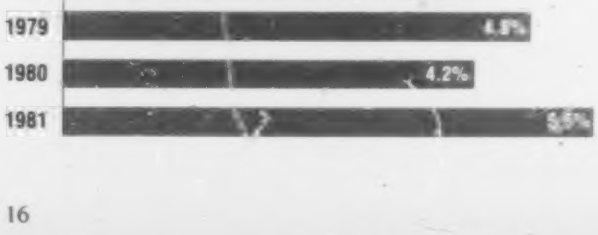
New Stores Opened



New Store Total Area In Square Feet



Stores Closed



APPENDIX

About the Study

This year's report is the result of food marketing companies participation in several FMI surveys, *Retail Operation Distribution Center Operations, Customer Payment Policies, Operations Review* and *Facts about Store Development*. In 1982, nonmembers as well as members were invited to provide company data in many of the surveys. The sample description for three of these questionnaires are presented on the opposite page. These numbers represent information from approximately twenty percent of the companies invited to participate.

All averages shown in this report are median figures, except where noted. Medians provide a better industry average because the figures are not subject to distortion by unusual extremes. This is very important when a few companies differ very significantly from the marketing average.

When measuring real growth in retail sales and productivity, *Speaks* uses the CPI food-at-home index as a deflator. The table below charts this deflator.

In this report, FMI defines a supermarket as a retail food store with annual sales of at least $2 million. This report is a summary of key findings of the surveys. Some, however, may have the need for more detailed facts and figures. The supporting tables for this report are found in the companion report entitled *Detailed Tabulations from the Food Marketing Industry Speaks, 1982* and in *Facts about Store Development*.

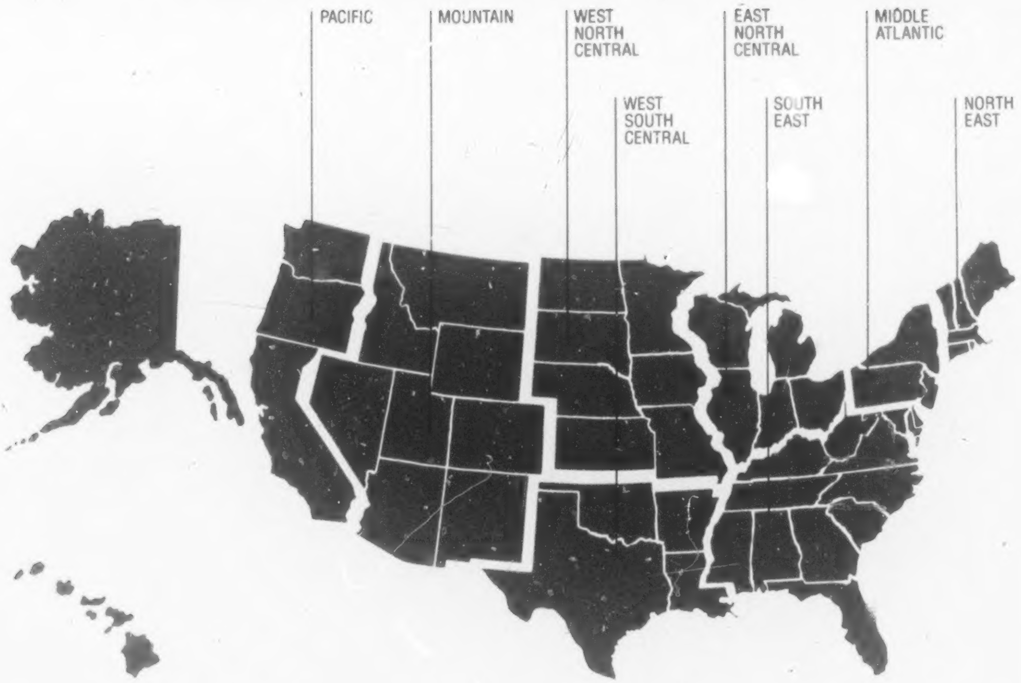
Index For Deflating Annual Supermarket Sales

	CPI Food at Home	% Increase
1974	162.4	14.9
1975	175.8	8.3
1976	179.5	2.4
1977	190.2	6.0
1978	210.2	10.5
1979	232.9	10.8
1980	251.5	8.0
1981	269.9	7.3

Trends in Operating Results

	1977	1978	1979	1980	1981
Gross Profit with Warehouse	22.0%	22.6%	22.3%	22.4%	23.0%
Gross Profit Without Warehouse	19.7%	21.0%	20.5%	20.9%	20.9%
Sales Per Labor Hour	$59.62	$71.00	$76.77	$87.27	$89.00
Sales Per Square Foot	$ 5.80	$ 6.17	$ 6.49	$ 6.94	$ 6.75
Sale Per Customer Transaction	$ 9.85	$10.28	$11.60	$12.10	$14.23
Average Hourly Labor Cost*	$ 4.91	$ 5.36	$ 5.92	$ 6.57	$ 7.64
Store Labor Expense	8.4%	8.5%	8.3%	8.4%	8.5%
Fringe Benefit Expense	1.7%	2.0%	1.8%	1.9%	2.0%
Grocery Department Shrink	0.5%	0.5%	0.6%	0.5%	0.5%
Net Profit (before taxes)	1.4%	1.7%	1.9%	1.5%	1.4%

***Excluding fringe benefits**


PACIFIC
MOUNTAIN
WEST NORTH CENTRAL
WEST SOUTH CENTRAL
EAST NORTH CENTRAL
SOUTH EAST
MIDDLE ATLANTIC
NORTH EAST

Sample Description For *Food Marketing Industry Speaks*

Retail Operations Questionnaire

(Base) Company Retail Sales (millions)	Sample Companies (261)
Under $10	30.6%
$10-$30	25.7%
$31-$100	26.4%
$101-$250	6.2%
$251-$500	6.5%
Over $500	4.6%
	100.0%

Distribution Center Operations Questionnaire

(Base) Company Sales (millions)	Sample Wholesale Companies (25)	Sample Retail Companies (61)
Under $30	4.0%	0.0%
$31-$100	20.0%	18.0%
$101-$250	20.0%	16.4%
$251-$500	28.0%	24.6%
Over $500	28.0%	41.0%
	100.0%	100.0%

Customer Payment Policies Questionnaire

(Base) Company Retail Sales (millions)	Sample Companies (288)
Under $10	37.6%
$10-$30	20.6%
$31-$100	17.8%
$101-$250	6.6%
$251-$500	10.1%
Over $500	7.3%
	100.0%

The Food Marketing Institute (FMI) is a non-profit association that conducts programs in research, education and public affairs on behalf of its 1100 members—food wholesalers and retailers and their customers in the United States and overseas. FMI's domestic member companies operate over 17,000 retail food stores with a combined annual sales volume of $120 billion—half of all grocery sales in the United States. More than two-thirds of FMI's membership is comprised of independent supermarket operators or small regional firms. Its international membership includes more than 100 members from 37 nations.

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The
FOOD MARKETING INDUSTRY SPEAKS
1982

DETAILED TABULATIONS

Price:

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Foreword

This publication is the companion report to *The Food Marketing Industry Speaks, 1982*. It contains the detailed tabulations for the information summarized in that report.

An annual survey of food wholesalers and retailers is the primary source of information for this report. Any data not taken from FMI's *Speaks* surveys are indicated by a footnote.

Data are for 1981. Company sales data are reported on an annual basis; productivity data, sales per labor hour, square foot or transaction, are reported on a weekly basis.

Except where noted, averages in these tables are mean figures; all others are medians. A median represents the halfway or middle figure when all figures are listed in order from the smallest to the largest. Medians are only presented when four or more companies in a category answered the question, except for distribution centers when it is three or more.

In addition to presenting data for wholesale and retail operations, *Speaks, 1982* also includes a section on dry grocery and refrigerated distribution centers. Figures in this section are presented for both wholesalers and retailers, as well as for all companies.

New subject areas explored in depth this year are electronic games, shopping carts and customer payment policies.

Data for store profiles are found in Tables 164A and 164B. In these tables sales and productivity figures are presented for five different types of grocery stores. For example, average sale per customer transaction is shown for each of the five store types, conventional, super, combination, limited assortment and warehouse stores.

In order to insure the confidentiality of individual companies, some data within different subcategories have been changed plus or minus one percent.

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TABLE 1

GEOGRAPHIC REGION OF WHOLESALE HEADQUARTERS

	ALL WHOLESALE COMPANIES	1981 WHOLESALE SALES (MILLIONS OF DOLLARS)					WHOLESALE AFFILIATION		
		30 OR LESS	31-100	101-250	251-500	OVER 500	COOP-ERATIVE	VOLUN-TARY	UNAFFI-LIATED
ALL COMPANIES	25	1	5	5	7	7	13	9	3
NORTHEAST	4.0		-	-	-	-	-	-	33.3
MIDDLE ATLANTIC	8.0	-	-	-	14.3	14.3	7.7	11.1	-
EAST NORTH CENTRAL	32.0	-	60.0	20.0	28.6	28.6	23.1	44.4	33.3
WEST NORTH CENTRAL	4.0	-	-	-	-	14.3	7.7	-	-
SOUTHEAST	20.0	-	40.0	20.0	28.6	-	15.4	22.2	33.3
WEST SOUTH CENTRAL	12.0	-	-	60.0	-	-	23.1	-	-
MOUNTAIN	8.0	-	-	-	14.3	14.3	7.7	11.1	-
PACIFIC	12.0	-	-	-	14.3	28.6	15.4	11.1	-
CANADA	-	-	-	-	-	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 2

AVERAGE PERCENT CHANGE IN WHOLESALE SALES 1980 VS 1981

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	11.1	6.7	13.3	21
REGION				
NORTHEAST				1
MIDDLE ATLANTIC				2
EAST NORTH CENTRAL	8.3	5.8	11.0	6
WEST NORTH CENTRAL				1
SOUTHEAST	9.6	5.9	16.4	4
WEST SOUTH CENTRAL	12.5	11.5	15.1	3
MOUNTAIN				2
PACIFIC				2
COMPANY WHOLESALE SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS				1
31-100	12.5	9.8	17.6	5
101-250	11.5	5.8	12.5	5
OVER 250	11.0	6.7	13.3	10
NUMBER OF SUPERMARKETS SERVED				
1-10	-	-	-	-
11-50	5.5	3.8	10.8	4
51-100	12.0	11.2	17.6	6
OVER 100	11.0	6.7	14.7	8
WHOLESALE AFFILIATION				
COOPERATIVE	12.0	7.8	14.7	12
VOLUNTARY	6.7	5.3	11.2	7
UNAFFILIATED				2

NOTE: UNWEIGHTED DATA

TABLE 3

PERCENTAGE OF ANNUAL SALES VOLUME ATTRIBUTED TO -- SUMMARY TABLE OF MEANS

	ALL WHOLESALE COMPANIES	1981 WHOLESALE SALES (MILLIONS OF DOLLARS)				
		30 OR LESS	31-100	101-250	251-500	OVER 500
CORPORATELY OWNED STORES	11.8	0.0	0.0	7.5	9.3	13.6
INDEPENDENT FOOD STORES	72.0	10.0	96.3	84.6	29.1	80.3
OTHER FOOD CHAINS	8.7	.0	.0	.0	28.1	5.4
CONVENIENCE STORES	6.7	90.0	3.2	3.7	32.2	.4
RESTAURANTS	.3	.0	.0	2.2	.4	.0
HOSPITALS	.0	.0	.4	.3	.0	.0
SCHOOLS	.0	.0	.0	.3	.0	.0
OTHER	.6	.0	.0	1.3	.9	.4

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 4

AVERAGE SALES PER RETAIL STORE SERVED -- IN MILLIONS OF DOLLARS

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	2.47	1.66	3.43	18
COMPANY WHOLESALE SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS	-	-	-	-
31-100	1.35	.87	2.22	4
101-250	1.80	1.63	2.58	5
OVER 250	3.43	3.03	4.00	9
WHOLESALE AFFILIATION				
COOPERATIVE	2.12	1.70	3.33	12
VOLUNTARY	3.12	.90	3.81	6
UNAFFILIATED	-	-	-	-

NOTE: UNWEIGHTED DATA

WHOLESALE OPERATIONS

TABLE 5
SERVICES PROVIDED TO MEMBERSHIP

	ALL WHOLESALE COMPANIES	1981 WHOLESALE SALES (MILLIONS OF DOLLARS)				
		30 OR LESS	31-100	101-250	251-500	OVER 500
TOTAL	24	1	5	5	6	7
PRODUCT MOVEMENT DATA	100.0		100.0	100.0	100.0	100.0
INDIVIDUAL RETAIL PRICING	100.0		100.0	100.0	100.0	100.0
HANDLE PRIVATE LABEL	95.8		80.0	100.0	100.0	100.0
ADVERTISING	87.5		60.0	100.0	100.0	100.0
EQUIPMENT PROCUREMENT	87.5		60.0	80.0	100.0	100.0
HANDLE GENERIC LABEL	87.5		100.0	80.0	83.3	85.7
GROSS MARGIN REPORT BY ITEM	83.3		80.0	80.0	83.3	85.7
RETAIL ACCOUNTING	75.0		40.0	100.0	66.7	100.0
REAL ESTATE & STORE ENGINEERING	75.0		40.0	100.0	83.3	85.7
EQUIPMENT & FIXTURE FINANCING	75.0		20.0	100.0	83.3	100.0
MEMBER PAYROLL	66.7		60.0	80.0	50.0	85.7
EDUCATION/TRAINING	66.7		40.0	60.0	66.7	100.0
INTERIOR DECOR & DESIGN	66.7		60.0	40.0	83.3	85.7
SCANNING SUPPORT	58.3		20.0	60.0	50.0	100.0
SPACE ALLOCATION	58.3		20.0	80.0	50.0	71.4
LEASE FINANCING	45.8		-	80.0	50.0	57.1
DISCOUNTS	45.8		40.0	20.0	50.0	71.4
DSD SYSTEM	45.8			60.0	66.7	57.1

NOTE: UNWEIGHTED DATA

DISTRIBUTION CENTER OPERATIONS

TABLE 6
PROFILE OF COMPANIES

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS								
		NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL COMPANIES	86	6	11	21	6	16	9	4	11	2
RETAILERS	70.9	83.3	81.8	61.9	83.3	68.8	66.7	50.0	72.7	
COOPERATIVE WHOLESALERS	15.1	-	9.1	14.3	16.7	12.5	33.3	25.0	18.2	
VOLUNTARY WHOLESALERS	10.5	-	9.1	19.0	-	12.5	-	25.0	9.1	
UNAFFILIATED WHOLESALERS	3.5	16.7	-	4.8	-	6.3	-	-	-	

NOTE: UNWEIGHTED DATA

TABLE 7

DISTRIBUTION CENTERS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL COMPANIES	69	5	10	15	5	11	8	2	11	2
AVERAGE NUMBER OF MILES PER TRUCK TRIP	140.7	135.6	98.2	117.1	154.1	133.2	202.5	186.5	158.5	159.5
ALL COMPANIES	81	12	10	22	10	19	11	9	13	2
AVERAGE DISTANCE BETWEEN CENTER AND STORES SERVED	105.1	74.5	43.3	74.6	69.0	91.9	160.4	318.4	109.4	78.0
RETAILER (AVG. MILES)	102.2	67.6	43.3	70.3	61.9	85.5	143.8	389.5	90.2	78.0
WHOLESALER (AVG. MILES)	113.3	150.0	43.3	80.7	97.5	108.5	165.3	105.0	173.3	-
LONGEST DISTANCE BETWEEN CENTER AND STORES SERVED	248.6	219.2	128.8	182.5	182.1	234.4	338.0	443.9	309.6	532.5
RETAILER	240.3	216.4	130.0	147.7	167.6	224.9	333.0	502.4	298.6	532.5
WHOLESALER	271.3	250.0	12[illegible].5	232.8	240.0	260.8	344.0	346.3	365.0	-

NOTE: UNWEIGHTED DATA

TABLE 8

PROPORTION OF FLEET OWNED VS LEASED

				1981 SALES (MILLIONS OF DOLLARS)					
	TOTAL COMPANIES	RETAIL COMPANIES	WHOLESALE COMPANIES	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL	68	49	19	-	1	11	10	19	27
PROPORTION OF TRAILERS OWNED	80.8	85.8	68.1	-	50.0	85.0	59.8	86.5	84.1
TOTAL	65	45	20	-	1	12	10	17	25
PROPORTION OF TRACTORS OWNED	74.2	80.8	59.1	-	30.8	65.3	58.9	85.1	78.8
TOTAL	66	47	19	-	1	11	11	17	26
PROPORTION OF TRUCK FLEET MILES DRIVEN ON OWNED FLEET	69.6	75.8	54.1	-	.0	78.5	54.5	88.2	62.6

NOTE: UNWEIGHTED DATA

TABLE 9
TYPE OF TRAILERS/TRACTORS

	TOTAL COMPANIES	RETAIL COMPANIES	WHOLESALE COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	71	51	20		1	11	10	19	30
TRAILERS				-					
REFRIGERATED	79	86	59	-		6	23	3[illegible]	154
DRY	107	112	96	-		17	34	61	200
TOTAL COMPANIES	67	46	21	-		12	10	17	27
TRACTORS				-					
3-AXLE	61	59	66	-		8	25	38	117
2-AXLE	19	19	19	-		2	2	9	39
TOTAL COMPANIES	63	44	19	-		9	9	17	27
RATIO TRAILERS TO TRACTORS	2.5	2.8	1.8	-		2.5	2.1	2.3	2.5

NOTE: UNWEIGHTED DATA

TABLE 10
TRUCK FLEET

	TOTAL COMPANIES	RETAIL COMPANIES	WHOLESALE COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	72	50	22	-	1	12	11	18	30
TOTAL NUMBER OF TRUCK FLEET MILES	4906601	5170701	4306372	-		440077	1626472	2042316	975837
TOTAL COMPANIES	65	46	19	-		11	9	17	28
TOTAL DOLLAR AMOUNT SPENT FOR FUEL	1167581	1267031	926807	-		113789	332946	620494	2182006
TOTAL COMPANIES	60	42	18	-		10	9	16	25
TOTAL GALLONS PURCHASED	1054710	1145095	843812	-		92913	289236	460696	2095169
TOTAL COMPANIES	64	43	21	-	1	11	10	15	27
AVERAGE FLEET MILES PER GALLON	5.2	5.2	5.1	-		5.2	4.9	4.8	5.2
TOTAL COMPANIES	62	42	20	-	1	9	9	16	27
FLEET MILES PER TRACTOR	52813	55131	47944	-		43270	61023	47213	56849
TOTAL COMPANIES	60	42	18	-	-	10	9	16	25
DOLLARS PER GALLON	1.16	1.15	1.17	-	-	1.21	1.25	1.16	1.11

NOTE: UNWEIGHTED DATA

TABLE 11A

NUMBER OF DRIVERS EMPLOYED IN A TYPICAL WEEK PER COMPANY

		NUMBER OF TRACTORS		
	ALL COMPANIES	25 AND UNDER	26-99	100 AND OVER
TOTAL	79	18	28	17
FULL-TIME	101.6	13.8	62.1	321.4
COMPANY	98.3	13.0	61.3	310.5
HIRED SERVICE	3.3	.8	.8	10.9
PART-TIME	4.4	.7	2.9	12.9
COMPANY	3.9	.7	2.9	11.2
HIRED SERVICE	.5	.0	.0	1.8
TOTAL	65	20	28	17
WEIGHTED RATIO OF TOTAL FULL-TIME DRIVERS TO TRACTORS	1.53	1.29	1.42	1.60

NOTE: UNWEIGHTED DATA, EXCEPT FOR DRIVERS/TRACTORS RATIO, WHICH IS WEIGHTED BY 1981 SALES

TABLE 11B

NUMBER OF DRIVERS EMPLOYED IN A TYPICAL WEEK PER COMPANY

		NUMBER OF TRACTORS				NUMBER OF TRACTORS		
	ALL RETAIL COMPANIES	25 AND UNDER	26-99	100 AND OVER	ALL WHOLESALE COMPANIES	25 AND UNDER	26-99	100 AND OVER
TOTAL	57	14	19	11	22	4	9	6
FULL-TIME	102.6	12.6	60.5	370.9	99.2	16.7	65.6	230.7
COMPANY	99.5	12.6	59.7	360.5	95.3	14.0	64.7	219.0
HIRED SERVICE	3.1	.1	.8	10.5	3.9	2.7	.9	11.7
PART-TIME	4.7	.9	3.5	14.9	3.5	.0	1.8	10.2
COMPANY	4.0	.9	3.5	11.7	3.5	.0	1.8	10.2
HIRED SERVICE	.7	.0	.0	2.7	.0	.0	.0	.0
TOTAL	44	14	19	11	21	6	9	6
WEIGHTED RATIO OF TOTAL FULL-TIME DRIVERS TO TRACTORS	1.58	1.28	1.42	1.68	1.28	1.32	1.37	1.24

NOTE: UNWEIGHTED DATA, EXCEPT FOR DRIVERS/TRACTORS RATIO, WHICH IS WEIGHTED BY 1981 SALES

TABLE 12A

PERCENTAGE OF INBOUND TRUCK LOADS DELIVERED BY

	ALL RETAIL COMPANIES	1981 RETAIL SALES (MILLIONS OF DOLLARS)					
		UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL	48	-	-	9	5	12	22
SUPPLIERS' PRIVATE CARRIER	13.0	-	-	14.5	17.8	15.0	12.4
COMMON CARRIER	34.3	-	-	41.0	58.6	42.7	31.6
CONTRACT CARRIER	20.2	-	-	6.0	6.4	15.1	22.0
INDEPENDENT TRUCKER	15.0	-	-	27.3	5.8	11.6	15.8
COMPANY TRUCKS/BACKHAUL	17.6	-	-	11.2	11.5	15.6	18.4

TABLE 12B

PERCENTAGE OF INBOUND TRUCK LOADS DELIVERED BY

	ALL RETAIL COMPANIES	GEOGRAPHIC REGION OF RETAILER HEADQUARTERS								
		NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	48	4	8	8	3	8	6	1	8	2
SUPPLIERS' PRIVATE CARRIER	13.0	17.7	15.6	10.7	41.9	7.5	11.3		9.6	
COMMON CARRIER	34.3	24.3	34.3	46.8	28.2	47.1	52.3		30.6	
CONTRACT CARRIER	20.2	12.0	12.8	10.8	4.3	14.7	9.4		21.1	
INDEPENDENT TRUCKER	15.0	14.7	22.4	15.3	9.0	25.4	12.0		14.8	
COMPANY TRUCKS/BACKHAUL	17.6	31.3	14.9	16.4	16.6	5.3	15.1		24.0	

TABLE 12C

PERCENTAGE OF INBOUND TRUCK LOADS DELIVERED BY

	ALL WHOLESALE COMPANIES	1981 WHOLESALE SALES (MILLIONS OF DOLLARS)				
		30 OR LESS	31-100	101-250	251-500	OVER 500
TOTAL	21	1	4	5	5	6
SUPPLIERS' PRIVATE CARRIER	10.3		12.9	3.5	12.1	10.6
COMMON CARRIER	33.2		39.7	55.4	38.4	28.5
CONTRACT CARRIER	15.1		26.2	10.5	10.4	16.5
INDEPENDENT TRUCKER	16.2		12.6	14.6	21.4	15.3
COMPANY TRUCKS/BACKHAUL	25.4		10.3	16.0	17.8	29.3

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 13

AVERAGE TOTAL AREA IN SQUARE FEET OF THE DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	230,643	123,800	364,000	115
RETAIL CENTERS	229,000	120,000	349,900	75
WHOLESALE CENTERS	243,000	132,750	400,000	40

TABLE 14

AVERAGE NUMBER OF EMPLOYEES IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	80	52	147	113
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	20	8	42	18
100,000-199,999	67	43	77	27
200,000-299,999	81	65	106	31
300,000-399,999	142	81	149	12
400,000 OR MORE	200	175	260	25

TABLE 15

AVERAGE NUMBER OF SUPERMARKETS SERVED PER DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	60	36	110	110
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	21	11	35	16
100,000-199,999	45	30	66	28
200,000-299,999	60	50	79	30
300,000-399,999	86	51	112	11
400,000 OR MORE	156	89	204	25

NOTE: UNWEIGHTED DATA

TABLE 16

TYPE OF SELECTION METHOD IN DRY GROCERY DISTRIBUTION CENTER/SECTION

		SIZE OF DRY GROCERY DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 100,000	100,000 TO 199,999	200,000 TO 299,999	300,000 TO 399,999	400,000 OR MORE
ALL CENTERS	101	15	24	29	10	23
MANUAL SELECTION	87.1	100.0	95.8	89.7	70.0	73.9
SELECT TO CONVEYOR	10.9	-	4.2	10.3	30.0	17.4
AUTOMATED SELECTION	2.0	-	-	-	-	8.7

TABLE 17

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	180,000	77,200	275,000	111
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	45,000	10,000	70,000	17
100,000-199,999	105,000	71,000	150,000	27
200,000-299,999	179,500	109,277	228,000	30
300,000-399,999	250,000	188,750	288,000	12
400,000 OR MORE	426,439	300,000	600,000	25

TABLE 18

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	108	76	576	91
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	266	114	778	12
100,000-199,999	107	81	476	24
200,000-299,999	135	71	1040	23
300,000-399,999	108	78	521	11
400,000 OR MORE	95	75	576	21

NOTE: UNWEIGHTED DATA

TABLE 19

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	160	135	200	105
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	160	132	220	17
100,000-199,999	163	139	210	26
200,000-299,999	154	140	185	29
300,000-399,999	180	150	298	11
400,000 OR MORE	159	120	200	22

TABLE 20

AVERAGE NUMBER OF CASES REPACKAGED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	285	140	444	36
SIZF OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	249	55	2200	3
100,000-199,999	277	175	395	6
200,000-299,999	253	133	341	12
300,000-399,999	375	140	500	5
400,000 OR MORE	358	170	460	10

TABLE 21

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	316	188	555	70
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	315	250	354	6
100,000-199,999	300	211	382	18
200,000-299,999	446	142	830	20
300,000-399,999	460	222	514	9
400,000 OR MORE	245	168	500	17

NOTE: UNWEIGHTED DATA

TABLE 22

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	150	75	227	110
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	32	15	77	18
100,000-199,999	98	70	130	26
200,000-299,999	151	110	215	31
300,000-399,999	200	200	290	11
400,000 OR MORE	275	210	380	24

TABLE 23

AVERAGE NUMBER OF INBOUND RAIL CARS PER WEEK -- DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	15	8	25	100
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	4	3	9	9
100,000-199,999	10	5	16	25
200,000-299,999	15	10	20	29
300,000-399,999	19	8	28	12
400,000 OR MORE	31	17	40	25

TABLE 24

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	150	97	250	109
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	43	33	75	17
100,000-199,999	100	65	150	25
200,000-299,999	150	125	188	31
300,000-399,999	253	220	275	12
400,000 OR MORE	325	255	464	24

NOTE: UNWEIGHTED DATA

TABLE 25A

AVERAGE NUMBER OF ITEMS AVAILABLE IN DRY GROCERY DISTRIBUTION CENTER/SECTION ALL CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	5500	4333	6891	112
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	900	600	5000	18
100,000-199,999	6000	4310	6800	27
200,000-299,999	5471	5000	7000	30
300,000-399,999	5250	4310	8000	12
400,000 OR MORE	6100	5300	8000	25

TABLE 25B

AVERAGE NUMBER OF ITEMS AVAILABLE IN DRY GROCERY DISTRIBUTION CENTER/SECTION WHOLESALE CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	6700	6000	8000	39
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	5000	250	50000	3
100,000-199,999	6750	6000	7000	12
200,000-299,999	6700	6000	7375	8
300,000-399,999	8000	6500	8000	5
400,000 OR MORE	6500	5615	8000	11

TABLE 25C

AVERAGE NUMBER OF ITEMS AVAILABLE IN DRY GROCERY DISTRIBUTION CENTER/SECTION RETAIL CENTERS

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	5000	3800	6000	73
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	900	600	3800	15
100,000-199,999	4500	4000	6000	15
200,000-299,999	5250	4500	6500	22
300,000-399,999	5000	3900	5000	7
400,000 OR MORE	5604	5000	7500	14

NOTE: UNWEIGHTED DATA

TABLE 27

CURRENT SCRATCH RATE IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	4.0	1.6	6.0	109
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	6.5	3.0	8.0	13
100,000-199,999	5.0	3.0	8.8	28
200,000-299,999	5.0	3.0	6.0	31
300,000-399,999	3.2	1.3	4.8	12
400,000 OR MORE	1.8	.4	4.0	25

TABLE 28

AVERAGE NUMBER OF INVENTORY TURNS IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	16	13	20	104
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 100,000	16	11	17	13
100,000-199,999	15	13	20	27
200,000-299,999	17	15	20	29
300,000-399,999	18	16	23	12
400,000 OR MORE	17	13	21	23

TABLE 28A

AVERAGE WHOLESALE DRY GROCERY DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N*
ALL WHOLESALE CENTERS	493	238	574	36
COMPANY SALES (IN MILLIONS OF DOLLARS)				
30 OR LESS				1
31-100	143	84	198	4
101-250	332	156	817	4
OVER 250	511	351	608	26

TABLE 28B

AVERAGE RETAIL DRY GROCERY DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N*
ALL RETAIL CENTERS	168	117	250	74
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	-	-	-	-
31-100	56	33	70	10
101-250	120	60	121	9
251-500	159	125	195	18
OVER 500	215	168	307	37

TABLE 28C

AVERAGE RETAIL DRY GROCERY DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY

	MEDIAN	MIDDLE RANGE		N*
ALL RETAIL CENTERS	168	117	250	74
MANUAL SELECTION	149	75	255	54
SELECT TO CONVEYOR	193	170	238	8
AUTOMATED SELECTION				1

NOTE: UNWEIGHTED DATA

TABLE 20

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN DRY GROCERY DISTRIBUTION CENTER/SECTION

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	113	73	40
SHIFTS PER DAY			
ONE	27.4	37.0	10.0
TWO	47.8	39.7	62.5
THREE	24.8	23.3	27.5
ALL CENTERS	110	71	39
DAYS OF OPERATION PER WEEK			
FIVE	57.3	52.1	66.7
SIX	30.9	33.8	25.6
SEVEN	11.8	14.1	7.7
ALL CENTERS	110	71	39
EMPLOYEES UNIONIZED			
YES	76.4	71.8	84.6
NO	23.6	28.2	15.4

NOTE: UNWEIGHTED DATA

TABLE 30

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	32,410	13,708	54,495	44
RETAIL CENTERS	31,000	13,000	54,720	36
WHOLESALE CENTERS	42,300	24,534	53,525	8

TABLE 31

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	18	10	30	40
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	8	3	12	3
10,000-19,999	11	5	18	9
20,000-39,999	14	11	30	11
40,000-79,999	20	15	42	14
80,000 OR MORE	70	33	109	3

TABLE 32

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	59	37	90	43
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	18	17	42	3
10,000-19,999	38	17	65	10
20,000-39,999	48	37	85	11
40,000-79,999	72	50	122	16
80,000 OR MORE	101	59	124	3

NOTE: UNWEIGHTED DATA

TABLE 33
TYPE OF SELECTION METHOD IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

		SIZE OF REFRIGERATED DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 10,000	10,000 TO 19,999	20,000 TO 39,999	40,000 TO 79,999	80,000 OR MORE
ALL CENTERS	39	2	10	10	14	3
MANUAL SELECTION	100.0		100.0	100.0	100.0	100.0
SELECT TO CONVEYOR	-		-	-	-	-
AUTOMATED SELECTION	-		-	-	-	-

TABLE 34
AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	40,000	30,000	75,000	42
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	15,000	12,000	30,000	3
10,000-19,999	34,000	26,250	53,651	8
20,000-39,999	40,000	32,238	80,000	12
40,000-79,999	49,758	31,425	74,250	16
80,000 OR MORE	165,000	85,000	200,000	3

TABLE 35
AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	133	75	418	34
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	185	75	471	3
10,000-19,999	134	100	209	6
20,000-39,999	101	72	540	9
40,000-79,999	160	60	645	13
80,000 OR MORE	140	77	346	3

NOTE: UNWEIGHTED DATA

TABLE 36

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	148	125	187	37
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	187	185	195	3
10,000-19,999	118	85	166	8
20,000-39,999	160	125	182	11
40,000-79,999	154	130	216	12
80,000 OR MORE	140	140	190	3

TABLE 37

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	326	200	630	23
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999	363	196	600	6
20,000-39,999	286	286	535	5
40,000-79,999	413	200	1000	9
80,000 OR MORE	303	200	630	3

TABLE 38

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	65	30	92	41
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	21	6	30	3
10,000-19,999	25	20	60	9
20,000-39,999	68	30	85	11
40,000-79,999	85	50	110	15
80,000 OR MORE	260	135	490	3

NOTE: UNWEIGHTED DATA

TABLE 39

AVERAGE NUMBER OF INBOUND RAIL CARS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	2	1	10	11

TABLE 40

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	89	38	120	35
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	35	6	90	3
10,000-19,999	60	38	74	9
20,000-39,999	48	22	82	9
40,000-79,999	103	100	171	11
80,000 OR MORE	210	90	340	3

TABLE 41

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	375	245	530	43
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	150	105	180	3
10,000-19,999	250	200	500	9
20,000-39,999	373	253	418	12
40,000-79,999	403	293	568	16
80,000 OR MORE	600	530	650	3

TABLE 42

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	63	50	91	41
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				2
10,000-19,999	65	39	91	10
20,000-39,999	63	45	95	11
40,000-79,999	62	55	89	15
80,000 OR MORE	104	72	145	3

NOTE: UNWEIGHTED DATA

TABLE 43

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	2.1	1.0	5.0	34
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				2
10,000-19,999	1.5	.7	4.0	7
20,000-39,999	3.1	2.1	5.0	9
40,000-79,999	2.0	1.0	5.0	13
80,000 OR MORE	1.0	.3	2.0	3

TABLE 44A

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	190	119	286	35
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	-	-	-	-
31-100	55	45	66	5
101-250	102	93	144	5
251-500	188	125	251	8
OVER 500	240	195	390	17

TABLE 44B

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- PRODUCE

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	190	119	286	35
MANUAL SELECTION	195	144	286	30
SELECT TO CONVEYOR	-	-	-	-
AUTOMATED SELECTION	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 45

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	44	36	8
SHIFTS PER DAY			
ONE	13.6	16.7	-
TWO	65.9	63.9	75.0
THREE	20.5	19.4	25.0
ALL CENTERS	44	36	8
DAYS OF OPERATION PER WEEK			
FIVE	43.2	41.7	50.0
SIX	47.7	47.2	50.0
SEVEN	9.1	11.1	-
ALL CENTERS	43	35	8
EMPLOYEES UNIONIZED			
YES	79.1	80.0	75.0
NO	20.9	20.0	25.0

TABLE 46

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	15,000	10,000	35,000	29
RETAIL CENTERS	15,000	10,000	35,000	21
WHOLESALE CENTERS	18,200	8,375	36,825	8

TABLE 47

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	8	6	26	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	4	3	13	7
10,000-19,999	8	6	17	9
20,000-39,999	25	7	41	7
40,000-79,999	46	6	98	3
80,000 OR MORE				1

NOTE: UNWEIGHTED DATA

TABLE 48

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	55	37	101	28
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	18	17	31	6
10,000-19,999	54	49	60	10
20,000-39,999	100	52	136	7
40,000-79,999	[illegible]	50	157	4
80,000 OR MORE				1

TABLE 49

TYPE OF SELECTION METHOD IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

		SIZE OF REFRIGERATED DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 10,000	10,000 TO 19,999	20,000 TO 39,999	40,000 TO 79,999	80,000 OR MORE
ALL CENTERS	26	5	10	6	4	1
MANUAL SELECTION	92.3	100.0	100.0	100.0	75.0	
SELECT TO CONVEYOR	7.7	-	-	-	25.0	
AUTOMATED SELECTION	-	-	-	-	-	-

TABLE 50

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	23,800	15,000	34,768	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	12,000	8,000	22,000	6
10,000-19,999	25,000	21,000	30,000	9
20,000-39,999	23,000	18,856	45,380	7
40,000-79,999	80,000	7,500	181,300	3
80,000 OR MORE				1

NOTE: UNWEIGHTED DATA

TABLE 51

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	90	59	300	19
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	160	59	175	5
10,000-19,999	80	79	90	7
20,000-39,999	300	[illegible]	457	5
40,000-79,999				2
80,000 OR MORE	-	-	-	-

TABLE 52

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	132	110	165	22
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	168	150	191	6
10,000-19,999	144	93	164	8
20,000-39,999	120	110	131	6
40,000-79,999				2
80,000 OR MORE	-	-	-	-

TABLE 53

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	340	163	600	12
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	490	157	600	6
20,000-39,999	300	267	570	3
40,000-79,999				2
80,000 OR MORE	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 54

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	32	24	59	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	14	6	24	6
10,000-19,999	30	30	40	9
20,000-39,999	50	35	75	7
40,000-79,999	120	20	200	3
80,000 OR MORE				1

TABLE 55

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	40	19	88	23
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	12	6	32	6
10,000-19,999	40	30	55	9
20,000-39,999	35	13	73	4
40,000-79,999	240	125	434	3
80,000 OR MORE				1

TABLE 56

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	400	300	600	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	300	250	515	7
10,000-19,999	450	400	713	8
20,000-39,999	363	213	516	7
40,000-79,999	527	395	988	4
80,000 OR MORE				1

NOTE: UNWEIGHTED DATA

TABLE 57

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	52	42	88	24
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	48	40	52	5
10,000-19,999	75	47	79	9
20,000-39,999	91	75	104	5
40,000-79,999	54	42	165	4
80,000 OR MORE				1

TABLE 58

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	1.3	0.6	3.0	20
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	6.0	.7	11.5	4
10,000-19,999	1.5	1.0	3.0	7
20,000-39,999	1.0	.3	2.5	4
40,000-79,999	1.6	.1	4.9	4
80,000 OR MORE				1

TABLE 59

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- MEAT

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	151	115	363	18
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	-	-	-	-
31-100				1
101-250	144	31	181	3
251-500	164	120	194	4
OVER 500	259	122	500	10

NOTE: UNWEIGHTED DATA

TABLE 60

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	29	21	8
SHIFTS PER DAY			
ONE	20.7	28.6	-
TWO	72.4	66.7	87.5
THREE	6.9	4.8	12.5
ALL CENTERS	28	20	8
DAYS OF OPERATION PER WEEK			
FIVE	50.0	55.0	37.5
SIX	42.9	35.0	62.5
SEVEN	7[illegible]	10.0	-
ALL CENTERS	29	21	8
EMPLOYEES UNIONIZED			
YES	69.0	71.4	62.5
NO	31.0	28.6	37.5

NOTE: UNWEIGHTED DATA

TABLE 81

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	10,800	8,900	17,400	30
RETAIL CENTERS	13,887	9,000	20,000	18
WHOLESALE CENTERS	10,075	8,225	14,916	12

TABLE 82

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	5	3	12	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	3	1	4	7
10,000-19,999	6	3	12	13
20,000-39,999	11	6	17	4
40,000-79,999				2
80,000 OR MORE	-	-	-	-

TABLE 83

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	62	37	107	28
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	41	33	60	9
10,000-19,999	66	59	109	13
20,000-39,999	48	42	80	4
40,000-79,999				2
80,000 OR MORE	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 64

TYPE OF SELECTION METHOD IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

		SIZE OF REFRIGERATED DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 10,000	10,000 TO 19,999	20,000 TO 39,999	40,000 TO 79,999	80,000 OR MORE
ALL CENTERS	27	8	14	3	2	-
MANUAL SELECTION	100.0	100.0	100.0	100.0		-
SELECT TO CONVEYOR	-	-	-	-		-
AUTOMATED SELECTION	-	-	-	-		-

TABLE 65

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N*
TOTAL CENTERS	20,462	10,252	33,250	28
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	12,333	7,000	18,000	7
10,000-19,999	25,000	10,000	35,000	15
20,000-39,999	28,000	21,942	38,238	4
40,000-79,999				2
80,000 OR MORE	-	-	-	-

TABLE 66

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N*
TOTAL CENTERS	180	124	370	17
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	119	99	124	5
10,000-19,999	277	165	883	8
20,000-39,999	185	160	913	4
40,000-79,999	-	-	-	-
80,000 OR MORE	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 67

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	174	160	200	25
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	181	150	205	6
10,000-19,999	180	160	203	14
20,000-39,999	172	148	194	4
40,000-79,999				1
80,000 OR MORE	-	-	-	-

TABLE 68

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	316	178	590	12
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	247	237	325	5
10,000-19,999	560	150	600	5
20,000-39,999				2
40,000-79,999	-	-	-	-
80,000 OR MORE	-	-	-	-

TABLE 69

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	18	8	27	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	10	7	20	7
10,000-19,999	18	8	27	14
20,000-39,999	33	22	44	4
40,000-79,999				1
80,000 OR MORE	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 70

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	11	7	88	13
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	5	1	88	3
10,000-19,999	21	8	107	8
20,000-39,999				2
40,000-79,999	-	-	-	-
80,000 OR MORE	-	-	-	-

TABLE 71

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	350	268	510	29
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	350	281	500	9
10,000-19,999	344	250	510	14
20,000-39,999	563	289	788	4
40,000-79,999				2
80,000 OR MORE	-	-	-	-

TABLE 72

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	22	18	34	25
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	23	18	34	8
10,000-19,999	22	20	46	12
20,000-39,999	25	18	32	4
40,000-79,999				1
80,000 OR MORE	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 73

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	3.3	1.3	5.0	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	1.3	.2	2.3	7
10,000-19,999	3.5	2.0	5.0	14
20,000-39,999	4.5	3.6	8.0	4
40,000-79,999				1
80,000 OR MORE	-	-	-	-

TABLE 74A

AVERAGE WHOLESALE REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
ALL WHOLESALE CENTERS	210	150	357	9

TABLE 74B

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	181	70	208	17
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	-	-	-	-
31-100				2
101-250	70	59	181	3
251-500	181	85	195	7
OVER 500	302	288	436	5

TABLE 74C

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- DAIRY

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	181	70	208	17
MANUAL SELECTION	187	108	288	14
SELECT TO CONVEYOR	-	-	-	-
AUTOMATED SELECTION	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 75

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	30	18	12
SHIFTS PER DAY			
ONE	30.0	38.9	16.7
TWO	60.0	50.0	75.0
THREE	10.0	11.1	8.3
ALL CENTERS	30	18	12
DAYS OF OPERATION PER WEEK			
FIVE	60.0	55.6	66.7
SIX	33.3	33.3	33.3
SEVEN	6.7	11.1	
ALL CENTERS	30	18	12
EMPLOYEES UNIONIZED			
YES	73.3	72.2	75.0
NO	26.7	27.8	25.0

NOTE: UNWEIGHTED DATA

TABLE 76

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	32,300	24,000	40,000	11
RETAIL CENTERS	32,000	24,000	40,000	9
WHOLESALE CENTERS				2

TABLE 77

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	12	6	42	10
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999				1
20,000-39,999	10	10	17	5
40,000-79,999	79	14	82	3
80,000 OR MORE	-	-	-	-

TABLE 78

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	60	51	118	9
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999				1
20,000-39,999	118	51	129	5
40,000-79,999				2
80,000 OR MORE	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 79

TYPE OF SELECTION METHOD IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

		SIZE OF REFRIGERATED DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 10,000	10,000 TO 19,999	20,000 TO 39,999	40,000 TO 79,999	80,000 OR MORE
ALL CENTERS	10	1	-	5	3	1
MANUAL SELECTION	90.0		-	100.0	66.7	
SELECT TO CONVEYOR	10.0		-	-	33.3	
AUTOMATED SELECTION	-		-	-	-	

TABLE 80

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	40,000	28,700	148,392	11

TABLE 81

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	152	130	896	10

TABLE 82

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	230	160	230	9

TABLE 83

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	469	300	1200	9

NOTE: UNWEIGHTED DATA

TABLE 84

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	45	40	60	9

TABLE 85

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	55	39	256	8

TABLE 86

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	780	900	1039	11

TABLE 87

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	22	14	40	10

TABLE 88

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	1.0	0.2	3.0	9

TABLE 89

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- DELI

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	155	105	354	8

NOTE: UNWEIGHTED DATA

8

TABLE 10

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DELI

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	11	9	2
SHIFTS PER DAY			
ONE	9.1	11.1	
TWO	81.8	77.8	
THREE	9.1	11.1	
ALL CENTERS	11	9	2
DAYS OF OPERATION PER WEEK			
FIVE	63.6	55.6	
SIX	27.3	33.3	
SEVEN	9.1	11.1	
ALL CENTERS	11	9	2
EMPLOYEES UNIONIZED			
YES	100.0	100.0	
NO	-	-	

NOTE: UNWEIGHTED DATA

TABLE 81

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	67,453	39,400	98,375	12
RETAIL CENTERS	67,453	52,000	90,000	10
WHOLESALE CENTERS				2

TABLE 82

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	38	20	60	12

TABLE 83

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	62	44	83	12

TABLE 84

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	68,000	50,500	127,500	12

TABLE 85

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	150	100	649	9

NOTE: UNWEIGHTED DATA

TABLE 96

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	152	140	160	10

TABLE 97

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	643	400	794	9

TABLE 98

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	90	64	138	12

TABLE 99

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	158	98	240	12

TABLE 100

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	1030	690	1375	12

NOTE: UNWEIGHTED DATA

TABLE 101

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	41	37	58	10

TABLE 102

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	2.0	1.0	4.8	12

TABLE 103

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- DAIRY/PRODUCE

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	270	198	375	10

TABLE 104

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- DAIRY/PRODUCE

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	12	10	2
SHIFTS PER DAY			
ONE	33.3	40.0	
TWO	50.0	40.0	
THREE	16.7	20.0	
ALL CENTERS	12	10	2
DAYS OF OPERATION PER WEEK			
FIVE	25.0	30.0	
SIX	58.3	50.0	
SEVEN	16.7	20.0	
ALL CENTERS	12	10	2
EMPLOYEES UNIONIZED			
YES	75.0	80.0	
NO	25.0	20.0	

NOTE: UNWEIGHTED DATA

TABLE 105

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	32,000	18,000	76,000	9
RETAIL CENTERS	28,500	16,238	76,000	6
WHOLESALE CENTERS	63,000	18,000	83,000	3

TABLE 106

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	27	13	40	9

TABLE 107

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	83	17	116	8

TABLE 108

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	57,500	23,411	142,868	8

TABLE 109

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	101	85	125	9

NOTE: UNWEIGHTED DATA

TABLE 110

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	138	123	180	9

TABLE 111

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	74	28	84	8

TABLE 112

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	70	37	160	8

TABLE 113

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	750	600	1029	9

NOTE: UNWEIGHTED DATA

TABLE 114

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT/DAIRY

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	9	6	3
SHIFTS PER DAY			
ONE	33.3	50.0	-
TWO	55.6	33.3	100.0
THREE	11.1	16.7	-
ALL CENTERS	9	6	3
DAYS OF OPERATION PER WEEK			
FIVE	55.6	50.0	66.7
SIX	44.4	50.0	33.3
SEVEN	-	-	-
ALL CENTERS	8	5	3
EMPLOYEES UNIONIZED			
YES	62.5	40.0	100.0
NO	37.5	60.0	-

NOTE: UNWEIGHTED DATA

TABLE 115

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	81,000	55,000	85,000	10
RETAIL CENTERS	79,000	71,800	83,000	5
WHOLESALE CENTERS	83,000	40,141	90,000	5

TABLE 116

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	47	38	68	10

TABLE 117

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	74	55	130	9

TABLE 118

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	84,000	75,000	161,000	9

TABLE 119

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	137	110	203	9

NOTE: UNWEIGHTED DATA

TABLE 120

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	140	116	230	9

TABLE 121

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	125	92	186	9

TABLE 122

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	1495	1013	1743	8

TABLE 123

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE/DAIRY/MEAT

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	10	5	5
SHIFTS PER DAY			
ONE	10.0	20.0	-
TWO	50.0	60.0	40.0
THREE	40.0	20.0	60.0
ALL CENTERS	10	5	5
DAYS OF OPERATION PER WEEK			
FIVE	20.0	20.0	20.0
SIX	40.0	20.0	60.0
SEVEN	40.0	60.0	20.0
ALL CENTERS	10	5	5
EMPLOYEES UNIONIZED			
YES	70.0	40.0	100.0
NO	30.0	60.0	-

NOTE: UNWEIGHTED DATA

TABLE 124

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	71,800	40,000	90,000	27
RETAIL CENTERS	72,906	54,000	85,000	17
WHOLESALE CENTERS	48,671	24,000	90,000	10

TABLE 125

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	42	23	68	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	20	14	23	4
40,000-79,999	38	28	67	11
80,000 OR MORE	71	49	96	10

TABLE 126

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	67	54	110	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	51	38	80	4
40,000-79,999	64	55	105	11
80,000 OR MORE	115	59	225	9

NOTE: UNWEIGHTED DATA

TABLE 127

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	82,170	58,000	135,000	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	61,500	33,250	77,254	4
40,000-79,999	75,000	48,000	105,000	11
80,000 OR MORE	150,000	84,000	161,000	9

TABLE 128

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	122	74	508	18
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				1
20,000-39,999	543	74	817	3
40,000-79,999	140	78	460	8
80,000 OR MORE	113	95	150	6

NOTE: UNWEIGHTED DATA

TABLE 129

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	152	130	189	22
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	120	80	189	3
40,000-79,999	160	140	190	9
80,000 OR MORE	145	115	180	8

TABLE 130

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	550	353	794	14
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999	-	-	-	-
20,000-39,999	400	127	794	3
40,000-79,999	669	400	1000	6
80,000 OR MORE	500	150	600	5

TABLE 131

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	116	70	150	25
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	85	63	102	4
40,000-79,999	76	64	165	10
80,000 OR MORE	145	120	160	9

NOTE: UNWEIGHTED DATA

TABLE 132

AVERAGE NUMBER OF INBOUND RAIL CARS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N*
TOTAL CENTERS	2	1	3	11

TABLE 133

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N*
TOTAL CENTERS	150	92	215	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	219	158	713	4
40,000-79,999	125	80	173	11
80,000 OR MORE	215	121	260	9

TABLE 134

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N*
TOTAL CENTERS	1160	750	1400	25
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	796	720	1268	4
40,000-79,999	1160	680	1589	11
80,000 OR MORE	1325	788	2250	8

NOTE: UNWEIGHTED DATA

TABLE 135

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	39	34	58	18
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	40	35	58	3
40,000-79,999	50	34	100	7
80,000 OR MORE	39	36	50	6

TABLE 136

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	2.0	1.0	4.0	23
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999				2
20,000-39,999	1.3	.3	3.4	4
40,000-79,999	3.0	2.0	5.1	9
80,000 OR MORE	1.5	.8	2.0	8

NOTE: UNWEIGHTED DATA

TABLE 137A

AVERAGE WHOLESALE REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
ALL WHOLESALE CENTERS	398	337	1371	8

TABLE 137B

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- PRODUCE COMBINATION

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	320	220	510	17

TABLE 138

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- PRODUCE COMBINATION

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	27	17	10
SHIFTS PER DAY			
ONE	18.5	29.4	-
TWO	55.6	47.1	70.0
THREE	25.9	23.5	30.0
ALL CENTERS	27	17	10
DAYS OF OPERATION PER WEEK			
FIVE	22.2	23.5	20.0
SIX	51.9	41.2	70.0
SEVEN	25.9	35.3	10.0
ALL CENTERS	27	17	10
EMPLOYEES UNIONIZED			
YES	74.1	70.6	80.0
NO	25.9	29.4	20.0

NOTE: UNWEIGHTED DATA

TABLE 139

AVERAGE TOTAL AREA IN SQUARE FEET OF THE REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	57,200	30,450	83,000	29
RETAIL CENTERS	59,150	30,450	83,000	18
WHOLESALE CENTERS	57,200	24,000	83,000	11

TABLE 140

AVERAGE NUMBER OF EMPLOYEES IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	37	22	68	28
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	24	9	32	4
20,000-39,999	24	12	39	6
40,000-79,999	53	31	68	8
80,000 OR MORE	49	42	82	9

TABLE 141

AVERAGE NUMBER OF SUPERMARKETS SERVED PER REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	76	53	124	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	53	21	88	4
20,000-39,999	60	39	66	6
40,000-79,999	109	76	130	9
80,000 OR MORE	124	59	295	7

NOTE: UNWEIGHTED DATA

TABLE 142

TYPE OF SELECTION METHOD IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

		SIZE OF REFRIGERATED DISTRIBUTION CENTER/SECTION				
	ALL CENTERS	LESS THAN 10,000	10,000 TO 19,999	20,000 TO 39,999	40,000 TO 79,999	80,000 OR MORE
ALL CENTERS	24	1	4	6	7	6
MANUAL SELECTION	100.0		100.0	100.0	100.0	100.0
SELECT TO CONVEYOR	-		-	-	-	-
AUTOMATED SELECTION	-		-	-	-	-

TABLE 143

AVERAGE NUMBER OF CASES SHIPPED PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	75,000	38,846	126,000	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	30,274	14,637	53,000	4
20,000-39,999	40,000	36,580	80,000	5
40,000-79,999	75,000	64,200	126,000	9
80,000 OR MORE	142,500	83,250	208,250	8

TABLE 144

AVERAGE NUMBER OF CASES SHIPPED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	101	77	277	24
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	133	79	1085	4
20,000-39,999	90	72	543	6
40,000-79,999	101	71	162	7
80,000 OR MORE	113	95	1090	6

TABLE 145

AVERAGE NUMBER OF CASES SELECTED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	137	110	186	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	144	83	1087	4
20,000-39,999	118	100	180	6
40,000-79,999	159	99	205	8
80,000 OR MORE	134	115	185	8

TABLE 146

AVERAGE NUMBER OF CASES STORED AND REPLENISHED PER DIRECT LABOR HOUR IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	321	175	500	15
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999				2
20,000-39,999	213	127	286	3
40,000-79,999	353	321	700	5
80,000 OR MORE	307	118	466	4

TABLE 147

AVERAGE NUMBER OF INBOUND TRUCK LOADS PER WEEK -- REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	113	72	150	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	35	28	116	3
20,000-39,999	95	75	125	6
40,000-79,999	98	68	208	8
80,000 OR MORE	190	125	261	8

NOTE: UNWEIGHTED DATA

TABLE 148

AVERAGE NUMBER OF OUTBOUND VEHICLE LOADS PER WEEK IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	90	60	180	26
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	49	37	65	4
20,000-39,999	82	27	90	5
40,000-79,999	153	83	204	8
80,000 OR MORE	141	84	223	8

TABLE 149

AVERAGE NUMBER OF ITEMS AVAILABLE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	900	731	1400	27
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	800	700	997	4
20,000-39,999	828	489	1132	6
40,000-79,999	1000	750	1589	9
80,000 OR MORE	1300	900	1400	7

TABLE 150

AVERAGE NUMBER OF INVENTORY TURNS IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	32	25	42	21
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000	-	-	-	-
10,000-19,999	25	24	28	4
20,000-39,999	32	20	35	5
40,000-79,999	38	29	50	6
80,000 OR MORE	36	33	42	6

NOTE: UNWEIGHTED DATA

TABLE 151

CURRENT SCRATCH RATE IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
TOTAL CENTERS	2.5	1.0	4.0	22
SIZE OF DISTRIBUTION CENTER/SECTION				
LESS THAN 10,000				1
10,000-19,999	4.5	3.3	38.8	4
20,000-39,999	4.0	3.0	5.0	3
40,000-79,999	2.0	.1	3.0	7
80,000 OR MORE	1.0	.9	2.0	7

TABLE 152A

AVERAGE WHOLESALE REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
ALL WHOLESALE CENTERS	402	375	1300	10

TABLE 152B

AVERAGE RETAIL REFRIGERATED DISTRIBUTION CENTER/SECTION NUMBER OF ORDERS PROCESSED WEEKLY -- MEAT COMBINATION

	MEDIAN	MIDDLE RANGE		N=
ALL RETAIL CENTERS	306	120	510	18
COMPANY SALES (IN MILLIONS OF DOLLARS)				
UNDER 10	-	-	-	-
10-30	-	-	-	-
31-100	68	50	75	3
101-250				2
251-500	224	180	389	3
OVER 500	458	241	650	10

NOTE: UNWEIGHTED DATA

TABLE 153

SHIFTS PER DAY, DAYS PER WEEK OF OPERATION, AND UNIONIZATION IN REFRIGERATED DISTRIBUTION CENTER/SECTION -- MEAT COMBINATION

	ALL CENTERS	ALL RETAIL CENTERS	ALL WHOLESALE CENTERS
ALL CENTERS	29	18	11
SHIFTS PER DAY			
ONE	13.8	22.2	-
TWO	58.6	55.6	63.6
THREE	27.6	22.2	36.4
ALL CENTERS	29	18	11
DAYS OF OPERATION PER WEEK			
FIVE	41.4	38.9	45.5
SIX	37.9	33.3	45.5
SEVEN	20.7	27.8	9.1
ALL CENTERS	28	17	11
EMPLOYEES UNIONIZED			
YES	75.0	64.7	90.9
NO	25.0	35.3	9.1

NOTE: UNWEIGHTED DATA

TABLE 154

GEOGRAPHIC REGION OF RETAILERS HEADQUARTERS

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	261	68	193	80	67	69	16	17	12
NORTHEAST	10.3	5.9	11.9	12.5	11.9	8.7	-	5.9	16.7
MIDDLE ATLANTIC	10.7	17.6	8.3	6.3	9.0	11.6	12.5	29.4	16.7
EAST NORTH CENTRAL	30.3	26.5	31.6	30.0	32.8	33.3	25.0	29.4	8.3
WEST NORTH CENTRAL	5.0	8.8	3.6	5.0	1.5	7.2	6.3	-	16.7
SOUTHEAST	16.5	14.7	17.1	20.0	17.9	13.0	12.5	17.6	8.3
WEST SOUTH CENTRAL	8.8	8.8	8.8	13.7	6.0	5.8	12.5	-	16.7
MOUNTAIN	5.7	2.9	6.7	2.5	11.9	2.9	12.5	-	8.3
PACIFIC	11.5	11.8	11.4	10.0	7.5	17.4	18.8	5.9	8.3
CANADA	1.1	2.9	.5	-	1.5	-	-	11.8	-

NOTE: UNWEIGHTED DATA

TABLE 155

AVERAGE PERCENTAGE OF OPERATIONS SUPPLIED BY OUTSIDE WHOLESALERS AND DIRECT VENDOR DELIVERIES

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	100	85	100	242
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	100	100	100	74
10 - 30 MILLION	100	100	100	60
31 - 100 MILLION	100	75	100	64
101 - 250 MILLION	86	66	100	16
251 - 500 MILLION	37	20	70	16
OVER 500 MILLION	21	14	30	12
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	100	100	100	24
MIDDLE ATLANTIC	100	75	100	25
EAST NORTH CENTRAL	100	90	100	74
WEST NORTH CENTRAL	100	65	100	13
SOUTHEAST	100	64	100	42
WEST SOUTH CENTRAL	100	100	100	21
MOUNTAIN	100	100	100	13
PACIFIC	100	98	100	27
CANADA				3
RETAIL AFFILIATION				
CHAIN	65	22	100	66
INDEPENDENT	100	100	100	176

NOTE: UNWEIGHTED DATA

TABLE 156
NUMBER OF SUPERMARKETS COMPANY OPERATES

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	261	27	28	79	13	43	23	15	30	3
1	26.8	33.3	25.0	27.8	23.1	27.9	30.4	20.0	23.3	
2-10	47.1	51.9	32.1	49.4	30.8	48.8	43.5	66.7	50.0	
11-49	17.6	7.4	32.1	15.2	30.8	16.3	17.4	6.7	20.0	
50 AND OVER	8.4	7.4	10.7	7.6	15.4	7.[illegible]	8.7	6.7	6.7	

NOTE: UNWEIGHTED DATA

TABLE 157A
PERCENTAGE OF OPERATION SUPPLIED BY

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	242	24	25	74	13	42	21	13	27	3
OWN WAREHOUSE	60.4	65.5	55.8	71.7	54.8	63.8	63.2	34.2	42.8	
VOLUNTARY WHOLESALER	4.0	6.1	5.9	3.4	5.2	2.0	4.9	1.9	6.9	
COOPERATIVE WHOLESALER	7.8	1.5	16.7	4.1	7.1	7.4	1.8	6.8	23.8	
UNAFFILIATED WHOLESALER	3.3	3.5	1.9	1.0	12.5	1.8	4.4	9.7	4.9	
DIRECT VENDOR DELIVERIES	24.5	23.5	19.7	19.8	20.4	24.9	25.7	47.4	21.5	

TABLE 157B
PERCENTAGE OF OPERATION SUPPLIED BY

	ALL COMPANIES	RETAIL AFFIL. CHAIN	INDE-PENDENT	1981 RETAIL SALES (IN MILLIONS OF DOLLARS) UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	242	66	176	74	60	64	16	16	12
OWN WAREHOUSE	60.4	65.9	8.0	8.1	1.6	16.1	25.0	55.6	74.6
VOLUNTARY WHOLESALER	4.0	2.1	21.9	31.1	23.2	19.6	10.1	3.2	.1
COOPERATIVE WHOLESALER	7.8	5.4	30.4	29.0	30.1	26.3	22.1	15.8	.5
UNAFFILIATED WHOLESALER	3.3	2.5	11.4	8.6	15.2	8.5	10.2	.0	2.2
DIRECT VENDOR DELIVERIES	24.5	24.1	28.3	23.3	29.9	29.5	32.6	25.4	22.6

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 158

RETAIL SALES IN 1981

	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
		GEOGRAPHIC REGION OF HEADQUARTERS								
TOTAL	261	27	28	79	13	43	23	15	30	3
UNDER 10 MILLION	30.7	37.0	17.9	30.4	30.8	37.2	47.8	13.3	26.7	
10 - 30 MILLION	25.7	29.6	21.4	27.8	7.7	27.9	17.4	53.3	16.7	
31 - 100 MILLION	26.4	22.2	28.6	29.1	38.5	20.9	17.4	13.3	40.0	
101 - 250 MILLION	6.1	-	7.1	5.1	7.7	4.7	8.7	13.3	10.0	
251 - 500 MILLION	6.5	3.7	17.9	6.3	-	7.0	-	-	3.3	
OVER 500 MILLION	4.6	7.4	7.1	1.3	15.4	2.3	8.7	6.7	3.3	

TABLE 159

AVERAGE PERCENT CHANGE IN RETAIL SALES 1980 VS. 1981

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	9.3	5.3	15.6	234
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	8.0	4.7	13.5	68
10 - 30 MILLION	11.0	4.9	20.0	60
31 - 100 MILLION	9.7	6.7	14.4	64
101 - 250 MILLION	11.3	6.8	19.1	14
251 - 500 MILLION	10.4	2.8	11.8	17
OVER 500 MILLION	14.1	10.1	16.5	11
REGION - CHAIN STORES				
NORTHEAST	10.1	3.0	13.8	4
MIDDLE ATLANTIC	10.1	2.5	13.5	12
EAST NORTH CENTRAL	10.4	8.2	20.0	17
WEST NORTH CENTRAL	11.4	8.5	16.5	6
SOUTHEAST	8.9	6.5	13.5	8
WEST SOUTH CENTRAL	13.0	4.5	25.0	6
MOUNTAIN				2
PACIFIC	12.2	3.7	15.6	7
CANADA				2
REGION - INDEPENDENT STORES				
NORTHEAST	9.5	7.4	29.1	19
MIDDLE ATLANTIC	13.7	5.3	17.1	14
EAST NORTH CENTRAL	8.1	4.4	13.5	59
WEST NORTH CENTRAL	6.7	6.1	8.7	5
SOUTHEAST	7.9	4.0	14.5	29
WEST SOUTH CENTRAL	10.9	9.0	22.7	13
MOUNTAIN	15.4	8.1	33.8	12
PACIFIC	9.1	7.2	13.5	19
CANADA	-	-	-	-

NOTE: UNWEIGHTED DATA

TABLE 160

AVERAGE PERCENT CHANGE IN RETAIL SALES IDENTICAL STORES 1980 VS. 1981

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	8.1	4.8	14.3	213
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	7.9	4.7	14.3	59
10 - 30 MILLION	7.7	4.4	16.7	56
31 - 100 MILLION	8.6	5.3	13.1	61
101 - 250 MILLION	7.6	1.2	19.1	11
251 - 500 MILLION	7.2	4.6	8.5	17
OVER 500 MILLION	10.4	7.8	14.4	9
REGION - CHAIN STORES				
NORTHEAST				3
MIDDLE ATLANTIC	7.8	-1.0	10.5	11
EAST NORTH CENTRAL	7.3	5.0	11.1	15
WEST NORTH CENTRAL	10.3	8.5	13.5	6
SOUTHEAST	8.1	4.6	12.5	8
WEST SOUTH CENTRAL	13.7	4.5	22.7	6
MOUNTAIN				1
PACIFIC	7.0	1.2	12.0	7
CANADA				2
REGION - INDEPENDENT STORES				
NORTHEAST	9.8	5.1	20.7	16
MIDDLE ATLANTIC	7.5	5.4	16.7	13
EAST NORTH CENTRAL	7.8	4.4	12.3	51
WEST NORTH CENTRAL	6.7	6.1	6.7	5
SOUTHEAST	6.5	2.7	15.8	27
WEST SOUTH CENTRAL	15.2	5.1	35.3	12
MOUNTAIN	9.8	5.7	18.3	12
PACIFIC	9.4	7.5	14.7	17
CANADA				1

NOTE: UNWEIGHTED DATA

TABLE 161

AVERAGE WEEKLY SALES PER SUPERMARKET IN 1981

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	159,000	112,593	160,810	4835
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	75,000	53,750	92,827	100
10 - 30 MILLION	77,000	62,500	110,000	217
31 - 100 MILLION	113,000	87,500	140,000	597
101 - 250 MILLION	138,013	87,000	178,000	261
251 - 500 MILLION	109,700	105,000	130,250	978
OVER 500 MILLION	159,000	157,500	168,348	2682
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	204,000	125,300	204,000	302
MIDDLE ATLANTIC	163,500	115,310	310,000	522
EAST NORTH CENTRAL	158,500	130,250	160,400	1977
WEST NORTH CENTRAL	141,380	138,013	146,000	268
SOUTHEAST	107,000	104,753	200,000	634
WEST SOUTH CENTRAL	168,348	87,000	168,348	339
MOUNTAIN	160,810	160,810	160,810	477
PACIFIC	84,000	81,617	137,000	239
CANADA	120,000	120,000	344,500	77
RETAIL AFFILIATION				
CHAIN	158,750	125,300	160,810	4264
INDEPENDENT	110,000	72,700	140,000	571

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 162

TRENDS IN SALES DISTRIBUTION

	PERCENT OF STORE SALES IN:		
	Grocery	Meat	Produce
1975	68.3%	21.3%	6.8%
1976	67.9	21.0	7.0
1977	68.0	20.2	7.0
1978	68.9	20.6	7.1
1979	70.5	22.1	6.9
1980	71.0	21.5	7.2
1981	70.9	21.3	7.6

Source: Operations Review 1975-1981

TABLE 183

INVENTORY SHORTAGE AS A PERCENT OF 1981 SALES

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	.49	.32	.75	179
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	1.00	.70	1.50	57
10 - 30 MILLION	1.00	.50	1.43	45
31 - 100 MILLION	.70	.50	1.50	43
101 - 250 MILLION	.70	.50	1.70	10
251 - 500 MILLION	.75	.31	1.20	13
OVER 500 MILLION	.32	.30	.51	11
REGION - CHAIN STORES				
NORTHEAST				3
MIDDLE ATLANTIC	1.50	1.48	1.65	10
EAST NORTH CENTRAL	.32	.31	.34	12
WEST NORTH CENTRAL				3
SOUTHEAST	.09	.08	.50	7
WEST SOUTH CENTRAL	.75	.72	1.60	8
MOUNTAIN				1
PACIFIC	.42	.40	1.20	8
CANADA				1
REGION - INDEPENDENT STORES				
NORTHEAST	.75	.50	1.25	20
MIDDLE ATLANTIC	1.00	.97	1.01	10
EAST NORTH CENTRAL	.60	.50	1.20	40
WEST NORTH CENTRAL	2.00	.25	2.02	4
SOUTHEAST	.80	.68	2.25	25
WEST SOUTH CENTRAL	1.00	.99	1.02	9
MOUNTAIN	1.90	1.50	1.91	7
PACIFIC	.80	.50	1.05	14
CANADA				1

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 184A

PROFILE BY STORE TYPE NUMBER OF STORES RESPONDING TO EACH ITEM

	CONVENTIONAL STORES	SUPER STORES	COMBINATION STORES	LIMITED ASSORTMENT	WAREHOUSE STORES
AVERAGE WEEKLY SALES	2864	1218	356	12	133
AVERAGE WEEKLY SALES/CHECKOUT	2389	1111	341	33	131
AVERAGE SALE/ CUSTOMER TRANSACTION	2821	1257	364	30	135
SALES/LABOR HOUR	2519	1143	360	7	121
AVERAGE WEEKLY SALES/SQUARE FOOT OF SELLING AREA	2715	1257	353	30	136
AVERAGE TOTAL SIZE/SQUARE FEET	2838	1270	364	31	142
AVERAGE RETAIL PRICE/ITEM	1807	1154	325	27	71
AVERAGE NUMBER OF ITEMS CARRIED	2314	1145	315	32	130

NOTE: UNWEIGHTED DATA

TABLE 184B

PROFILE BY STORE TYPE MEDIANS

	CONVENTIONAL STORES	SUPER STORES	COMBINATION STORES	LIMITED ASSORTMENT	WAREHOUSE STORES
AVERAGE WEEKLY SALES	111,700	165,581	203,728	50,000	129,983
AVERAGE WEEKLY SALES/CHECKOUT	18,000	23,654	20,373	11,663	20,000
AVERAGE SALE/ CUSTOMER TRANSACTION	12.41	14.52	15.60	13.00	20.93
SALES/LABOR HOUR	86.22	82.51	74.26	109.00	122.38
AVERAGE WEEKLY SALES/SQUARE FOOT OF SELLING AREA	7.45	7.48	6.85	3.89	7.90
AVERAGE TOTAL SIZE/SQUARE FEET	21,707	30,001	47,360	11,229	28,000
AVERAGE RETAIL PRICE/ITEM	1.12	1.30	1.49	1.01	1.07
AVERAGE NUMBER OF ITEMS CARRIED	11,000	14,000	23,000	600	8,300

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 105

AVERAGE WEEKLY SALES PER SQUARE FOOT OF SELLING AREA

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	6.75	5.82	8.20	4389
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	6.15	4.93	8.46	85
10 - 30 MILLION	6.73	5.15	8.50	186
31 - 100 MILLION	6.51	4.50	8.35	505
101 - 250 MILLION	6.66	5.00	10.75	227
251 - 500 MILLION	6.85	6.39	8.68	978
OVER 500 MILLION	5.82	5.82	7.86	2408
REGION - CHAIN STORES				
NORTHEAST	9.94	9.94	10.40	245
MIDDLE ATLANTIC	10.63	9.14	15.00	461
EAST NORTH CENTRAL	5.82	5.76	5.88	1790
WEST NORTH CENTRAL	8.20	6.66	8.20	103
SOUTHEAST	6.39	6.33	7.00	272
WEST SOUTH CENTRAL	7.86	4.50	7.86	288
MOUNTAIN	7.56	7.49	7.63	408
PACIFIC	5.37	5.37	9.91	256
CANADA	7.75	7.75	16.48	75
REGION - INDEPENDENT STORES				
NORTHEAST	7.33	6.23	12.31	51
MIDDLE ATLANTIC	10.50	4.75	14.50	32
EAST NORTH CENTRAL	7.82	6.00	8.50	134
WEST NORTH CENTRAL	5.33	5.00	7.00	17
SOUTHEAST	6.10	5.15	8.06	96
WEST SOUTH CENTRAL	6.26	5.34	12.88	51
MOUNTAIN	6.95	3.79	12.78	43
PACIFIC	8.35	6.69	16.00	67
CANADA	-	-	-	-

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 156

AVERAGE SALE PER CUSTOMER TRANSACTION

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	14.23	12.94	14.27	4875
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	11.50	10.00	13.47	91
10 - 30 MILLION	11.33	10.25	12.80	208
31 - 100 MILLION	12.90	11.41	15.00	582
101 - 250 MILLION	12.70	12.00	14.58	257
251 - 500 MILLION	13.90	12.65	15.02	954
OVER 500 MILLION	14.25	13.50	14.37	2783
REGION - CHAIN STORES				
NORTHEAST	16.10	15.00	16.10	245
MIDDLE ATLANTIC	15.02	14.46	20.50	474
EAST NORTH CENTRAL	14.20	14.10	14.35	1788
WEST NORTH CENTRAL	12.24	12.24	15.85	248
SOUTHEAST	13.55	13.50	13.69	527
WEST SOUTH CENTRAL	11.51	11.48	12.45	288
MOUNTAIN	13.35	13.25	13.47	438
PACIFIC	12.90	7.58	13.67	269
CANADA	13.90	13.80	14.01	51
REGION - INDEPENDENT STORES				
NORTHEAST	14.25	12.82	17.41	57
MIDDLE ATLANTIC	15.50	13.00	16.94	48
EAST NORTH CENTRAL	12.94	10.91	16.12	175
WEST NORTH CENTRAL	11.75	8.39	13.64	20
SOUTHEAST	12.21	10.50	12.95	101
WEST SOUTH CENTRAL	10.37	9.76	11.50	50
MOUNTAIN	12.65	10.81	15.00	32
PACIFIC	13.00	11 35	15.71	62
CANADA				2

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 167

AVERAGE WEEKLY SALES PER CHECKOUT

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	21,707	16,103	22,174	4292
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	15,166	12,600	18,600	94
10 - 30 MILLION	14,000	11,329	16,937	164
31 - 100 MILLION	18,000	15,769	21,000	452
101 - 250 MILLION	16,103	13,950	21,600	224
251 - 500 MILLION	15,000	13,500	18,426	768
OVER 500 MILLION	21,975	20,000	22,174	2590
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	25,500	19,050	25,510	186
MIDDLE ATLANTIC	21,000	17,011	32,000	441
EAST NORTH CENTRAL	22,174	21,000	22,300	1875
WEST NORTH CENTRAL	17,672	17,672	20,000	253
SOUTHEAST	14,111	13,000	14,120	509
WEST SOUTH CENTRAL	17,000	14,000	17,000	266
MOUNTAIN	21,790	21,700	21,950	468
PACIFIC	15,500	13,603	17,250	217
CANADA	13,500	13,500	32,000	77
RETAIL AFFILIATION				
CHAIN	21,750	17,000	22,174	3835
INDEPENDENT	16,721	13,000	20,870	457

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 168

AVERAGE SALES PER LABOR HOUR FOR STORE EMPLOYEES

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	89.00	79.14	90.00	4566
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	65.95	59.36	83.00	72
10 - 30 MILLION	75.00	64.92	85.00	188
31 - 100 MILLION	80.00	75.82	91.00	499
101 - 250 MILLION	90.00	72.00	92.00	227
251 - 500 MILLION	85.00	82.40	87.28	797
OVER 500 MILLION	90.00	86.93	90.12	2783
REGION - CHAIN STORES				
NORTHEAST	86.93	86.07	88.93	161
MIDDLE ATLANTIC	97.00	86.83	99.50	474
EAST NORTH CENTRAL	90.00	89.50	90.90	1790
WEST NORTH CENTRAL	79.14	79.10	95.00	223
SOUTHEAST	72.57	72.55	78.51	516
WEST SOUTH CENTRAL	74.81	72.00	74.90	271
MOUNTAIN	89.00	88.80	89.10	408
PACIFIC	105.84	104.90	105.84	168
CANADA	86.75	86.75	86.75	51
REGION - INDEPENDENT STORES				
NORTHEAST	82.00	78.53	90.00	51
MIDDLE ATLANTIC	87.50	80.00	103.00	47
EAST NORTH CENTRAL	78.00	69.00	88.04	170
WEST NORTH CENTRAL	102.08	90.00	102.08	10
SOUTHEAST	74.00	64.78	80.60	90
WEST SOUTH CENTRAL	66.00	60.75	66.00	46
MOUNTAIN	84.20	81.60	85.73	34
PACIFIC	109.00	87.00	110.00	54
CANADA				2

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 169

SALES PER LABOR HOUR AND HOURLY WAGE RATES

(Current & Historical)

	GENERAL DEPT.		GROCERY		MEAT		PRODUCE	
	Sales/ Labor Hr.	Avg. Hrly. Wage Rate	Sales/ Labor Hr.	Avg. Hrly. Wage Rate	Sales/ Labor Hr.	Avg. Hrly. Wage Rate	Sales/ Labor Hr.	Avg. Hrly. Wage Rate
1975	$125.17	$3.95	$131.35	$4.42	$70.62	$5.45	$49.85	$4.58
1976	124.90	4.23	147.68	4.20	69.93	5.53	53.59	4.54
1977	145.81	4.41	151.91	5.06	77.47	6.32	57.64	5.22
1978	153.51	5.03	163.17	5.48	86.58	6.91	62.97	6.00
1979	173.92	5.19	151.36	6.26	89.93	7.93	67.80	6.75
1980	179.13	5.59	154.39	6.69	91.58	8.13	71.90	6.81
1981	205.38	6.22	174.97	7.53	97.36	9.81	77.12	8.07

Source: Operations Review 1975-1981

TABLE 170
STORE DEVELOPMENT

Total	All Stores 6,100
New Supermarkets Built	4.7%
Supermarkets that Underwent Remodeling	6.3%
Supermarkets Closed	5.5%

Source: Facts about Store Development, 1981

TABLE 171
TOTAL SIZE OF TYPICAL SUPERMARKET

	MEDIAN	MIDDLE RANGE		N=
ALL STORES	30,000	22,000	31,500	4935
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	15,000	12,000	19,000	104
10 - 30 MILLION	17,000	13,125	20,000	227
31 - 100 MILLION	21,000	17,535	25,000	573
101 - 250 MILLION	26,000	20,325	30,000	270
251 - 500 MILLION	25,000	21,050	28,000	978
OVER 500 MILLION	30,300	30,100	32,000	2783
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	28,000	18,200	28,000	296
MIDDLE ATLANTIC	26,600	20,000	33,000	522
EAST NORTH CENTRAL	29,700	27,000	30,000	1969
WEST NORTH CENTRAL	25,000	24,950	29,120	270
SOUTHEAST	31,500	20,000	36,000	630
WEST SOUTH CENTRAL	27,527	25,000	27,527	344
MOUNTAIN	32,000	31,983	32,115	480
PACIFIC	25,000	23,000	35,000	347
CANADA	25,000	25,000	32,000	77
RETAIL AFFILIATION				
CHAIN	30,000	25,000	32,000	4365
INDEPENDENT	18,500	14,995	24,000	570

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 172A

AVERAGE NUMBER OF ITEMS CARRIED BY A TYPICAL SUPERMARKET

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	3939	210	408	1854	167	353	98	469	303	77
NUMBER OF ITEMS	12,877	12,944	14,975	12,770	12,043	11,544	14,359	11,104	15,370	11,169

TABLE 172B

AVERAGE NUMBER OF ITEMS CARRIED BY A TYPICAL SUPERMARKET

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	3939	3533	406	63	168	475	223	749	2261
NUMBER OF ITEMS	12,877	13,110	10,844	10,095	9,415	11,794	12,637	12,058	13,734

TABLE 173A

AVERAGE PRICE OF EACH ITEM CARRIED BY A TYPICAL SUPERMARKET

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	3423	256	350	1579	186	203	158	451	163	77
PRICE OF ITEMS	1.19	1.13	1.16	1.21	1.10	1.07	1.08	1.27	1.20	1.31

TABLE 173B

AVERAGE PRICE OF EACH ITEM CARRIED BY A TYPICAL SUPERMARKET

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	3423	3175	248	38	87	239	124	460	2475
PRICE OF ITEMS	1.19	1.19	1.19	1.23	1.18	1.16	1.14	1.16	1.20

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 174A
CREDIT CARDS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	4944	303	495	1979	270	672	340	447	361	77
ACCEPT CREDIT CARDS FOR GROCERY ITEMS	6.4	.3	.2	8.4	2.6	1.6	.0	.4	29.1	31.2
TOTAL	4941	303	495	1978	270	671	340	447	360	77
ACCEPT CREDIT CARDS FOR PHARMACEUTICAL ITEMS AND/OR NON-FOODS	12.4	.3	12.3	12.2	13.3	3.1	24.7	25.5	7.8	32.5

TABLE 174B
CREDIT CARDS

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	4944	4378	566	95	208	597	283	978	2783
ACCEPT CREDIT CARDS FOR GROCERY ITEMS	6.4	6.2	8.0	8.4	8.2	3.4	3.9	8.0	6.6
TOTAL	4941	4378	563	93	207	597	283	978	2783
ACCEPT CREDIT CARDS FOR PHARMACEUTICAL ITEMS AND/OR NON-FOODS	12.4	13.2	6.0	4.3	7.7	6.7	22.3	9.7	14.2

NOTE: UNWEIGHTED DATA

TABLE 175

PERCENTAGE OF SALES ACCOUNTED FOR BY GENERAL MERCHANDISE

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	5.80	3.00	6.00	179
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	2.00	1.40	3.00	50
10 - 30 MILLION	2.90	1.50	3.00	47
31 - 100 MILLION	2.26	1.60	5.10	49
101 - 250 MILLION	3.00	2.50	6.00	11
251 - 500 MILLION	3.00	2.77	4.80	12
OVER 500 MILLION	5.84	5.75	6.71	10
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	4.00	2.40	4.00	18
MIDDLE ATLANTIC	3.50	2.65	4.80	21
EAST NORTH CENTRAL	5.78	5.80	5.84	57
WEST NORTH CENTRAL	2.20	2.10	2.20	7
SOUTHEAST	3.00	2.90	3.00	30
WEST SOUTH CENTRAL	6.71	6.71	12.00	18
MOUNTAIN	9.25	9.20	9.31	10
PACIFIC	6.50	5.00	6.50	16
CANADA				2
RETAIL AFFILIATION				
CHAIN	5.80	3.50	6.50	51
INDEPENDENT	3.00	2.00	5.58	128

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 176

PERCENTAGE OF SALES ACCOUNTED FOR BY HABA

	MEDIAN	MIDDLE RANGE		N=
ALL COMPANIES	6.40	3.00	6.40	189
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	2.40	2.00	4.00	59
10 - 30 MILLION	2.50	2.00	4.00	52
31 - 100 MILLION	2.57	2.00	3.51	48
101 - 250 MILLION	4.21	3.00	5.90	11
251 - 500 MILLION	3.00	3.00	3.79	10
OVER 500 MILLION	6.42	6.40	6.46	9
GEOGRAPHIC REGION OF HEADQUARTERS				
NORTHEAST	3.00	2.10	3.74	22
MIDDLE ATLANTIC	3.00	2.50	4.00	20
EAST NORTH CENTRAL	6.45	6.38	6.46	58
WEST NORTH CENTRAL	4.00	2.20	5.60	8
SOUTHEAST	3.00	2.98	3.10	31
WEST SOUTH CENTRAL	7.26	6.00	7.30	21
MOUNTAIN	7.50	7.45	7.52	11
PACIFIC	4.00	3.50	4.00	16
CANADA				2
RETAIL AFFILIATION				
CHAIN	6.40	3.74	6.45	48
INDEPENDENT	3.00	2.00	4.20	141

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 177A

SPECIALTY DEPARTMENTS AND SERVICES OFFERED BY SUPERMARKETS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	4962	234	522	1994	270	680	337	486	362	77
BEER	74.6	41.0	50.0	86.2	80.4	64.4	81.6	91.2	69.6	.0
COURTESY BOOTH	64.4	92.7	77.6	77.5	58.5	50.3	91.1	25.7	19.6	31.2
WINE	61.3	14.1	7.9	78.1	27.0	55.9	67.7	80.0	94.5	.0
DELI WITH CARRY-OUT	49.9	36.8	54.2	68.0	51.5	23.5	32.9	48.1	23.2	28.6
SCRATCH AND/OR BAKE-OFF BAKERY	47.5	31.6	45.6	53.7	45.6	31.9	40.1	70.4	26.2	83.1
FLORAL/PLANT SHOP	38.8	45.7	37.7	34.0	13.3	11.0	40.4	93.8	46.1	97.4
PHOTOGRAPHIC SERVICE CENTER	29.8	56.0	37.4	19.0	33.3	41.5	45.1	24.1	37.0	2.6
FRESH SEAFOOD	26.7	97.9	60.5	16.3	32.6	10.1	9.2	5.6	58.6	33.8
READING CENTER	18.5	21.8	16.5	7.7	5.6	19.1	8.9	85.0	10.5	1.3
SERVICE MEAT	17.5	6.8	39.8	11.7	1.9	6.6	9.8	42.6	31.5	10.4
LIQUOR	13.7	.4	1.9	6.8	25.6	.4	3.9	46.7	61.0	.0
PHARMACY	10.8	.0	25.9	8.1	13.0	1.0	19.3	22.8	6.6	.0
COSMETIC CENTER	9.1	1.7	11.7	5.0	5.6	4.6	33.2	23.0	4.4	.0
LUNCH COUNTER/ SNACK BAR	8.7	7.7	1.1	5.1	3.3	3.1	29.7	17.3	16.3	1.6
CATERING	7.6	2.6	10.2	7.2	27.8	4.9	3.0	.4	15.5	.0
RESTAURANT	6.0	2.1	.0	10.1	12.6	3.2	.3	1.2	2.2	29.9

TABLE 177B

SPECIALTY DEPARTMENTS AND SERVICES OFFERED BY SUPERMARKETS

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL-STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	4962	4356	606	104	221	615	330	909	2783
CATERING	7.6	6.6	14.7	16.3	14.0	14.0	4.8	11.6	4.3
LIQUOR	13.7	13.4	16.2	12.5	5.4	14.0	19.1	9.2	15.2
BEER	74.6	75.3	69.1	58.7	69.2	67.8	62.7	54.0	85.2
COURTESY BOOTH	64.4	65.9	53.8	55.8	45.7	52.0	38.2	32.0	82.6
WINE	61.3	62.6	52.6	45.2	48.9	51.9	59.1	41.9	71.6
DELI WITH CARRY-OUT	49.9	49.7	51.3	51.9	46.2	46.0	33.6	39.4	56.3
SCRATCH AND/OR BAKE-OFF BAKERY	47.5	48.4	41.4	41.3	37.6	36.4	29.7	37.5	56.4
FLORAL/PLANT SHOP	38.8	40.2	29.2	25.0	21.7	31.5	36.7	36.1	43.4
PHOTOGRAPHIC SERVICE CENTER	29.8	31.1	21.0	17.3	21.7	23.3	32.4	24.1	34.0
FRESH SEAFOOD	26.7	24.7	41.3	40.4	32.1	33.7	31.2	14.0	27.8
READING CENTER	18.5	18.2	20.6	30.8	22.6	21.0	10.6	18.2	18.2
SERVICE MEAT	17.5	16.6	24.1	30.8	28.5	13.0	13.9	23.9	15.5
PHARMACY	10.8	11.8	4.0	1.0	3.2	4.9	13.3	4.1	15.1
COSMETIC CENTER	9.1	8.8	11.1	14.4	10.4	5.9	3.9	2.0	12.4
LUNCH COUNTER/ SNACK BAR	8.7	8.8	7.4	8.7	6.8	5.9	3.3	5.3	11.2
RESTAURANT	6.0	6.2	5.3	4.8	4.1	6.2	2.1	2.8	7.8

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 178A

PERCENTAGE OF TOTAL STORES CURRENTLY USING PROMOTIONAL TECHNIQUES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	4853	228	521	1908	270	678	337	475	359	77
TRADING STAMPS	14.8	6.6	11.1	6.8	30.7	53.1	15.4	.6	5.0	.0
GAMES	11.5	2.6	8.4	1.6	43.3	2.9	67.1	.0	31.2	.0
CONTINUITY PROGRAMS	50.4	75.4	81.6	18.8	79.3	61.9	90.5	72.2	36.8	97.4
IN-STORE COUPONS	74.3	68.4	79.5	77.7	84.8	54.6	52.2	96.4	74.9	66.2

TABLE 178B

PERCENTAGE OF TOTAL STORES CURRENTLY USING PROMOTIONAL TECHNIQUES

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDEPENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	4853	4274	579	92	211	610	317	840	2783
TRADING STAMPS	14.8	15.3	11.1	23.9	13.7	2.6	36.6	23.5	12.1
GAMES	11.5	11.2	13.5	8.7	21.8	8.5	11.4	4.9	13.4
CONTINUITY PROGRAMS	50.4	51.2	44.6	55.4	39.3	53.3	42.0	59.6	48.6
IN-STORE COUPONS	74.3	75.7	63.6	59.8	71.1	59.0	46.1	55.8	87.1

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 179

AVERAGE SUPERMARKET ADVERTISING COSTS AS A PERCENT OF SALES

	MEDIAN	MIDDLE RANGE		N*
ALL COMPANIES	1.0	1.0	1.1	221
COMPANY RETAIL SALES (IN MILLIONS OF DOLLARS)				
UNDER 10 MILLION	1.1	1.0	1.5	69
10 - 30 MILLION	1.1	.8	1.4	58
31 - 100 MILLION	1.0	.8	1.1	54
101 - 250 MILLION	.8	.3	1.0	14
251 - 500 MILLION	1.1	1.0	1.3	15
OVER 500 MILLION	1.1	1.0	1.1	11
REGION - CHAIN STORES				
NORTHEAST	1.0	.9	1.0	4
MIDDLE ATLANTIC	.8	.8	1.0	10
EAST NORTH CENTRAL	1.1	1.1	1.1	14
WEST NORTH CENTRAL	1.1	1.1	2.0	5
SOUTHEAST	1.5	1.3	1.7	7
WEST SOUTH CENTRAL	1.0	1.0	1.0	6
MOUNTAIN				1
PACIFIC	.8	.8	1.0	6
CANADA				2
REGION - INDEPENDENT STORES				
NORTHEAST	1.1	.6	1.2	19
MIDDLE ATLANTIC	1.2	1.0	1.5	13
EAST NORTH CENTRAL	1.0	.7	1.3	53
WEST NORTH CENTRAL	.6	.6	3.0	5
SOUTHEAST	1.0	.8	1.5	32
WEST SOUTH CENTRAL	1.0	.3	1.3	16
MOUNTAIN	.7	.0	.7	9
PACIFIC	1.0	.8	1.2	19
CANADA	-	-	-	-

NOTE: DATA WEIGHTED BY 1981 SALES

TABLE 180A

PERCENTAGE OF ADVERTISING DOLLARS SPENT ON FOLLOWING METHODS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	206	23	21	61	10	34	21	10	24	2
NEWSPAPER	51.1	19.9	55.9	51.4	41.2	50.6	55.4	68.6	55.8	
RADIO	5.5	4.4	2.5	6.1	5.6	7.7	8.1	1.4	9.5	
TELEVISION	11.4	11.3	10.8	11.6	8.7	10.3	15.7	9.8	17.6	
MAILER/FLYER	18.8	60.8	11.9	27.5	3.7	27.0	15.5	7.5	3.2	
IN-STORE COUPONS	2.3	.2	9.2	.4	1.3	1.7	.2	.1	.8	
BILLBOARDS	.6	.1	.5	.4	1.2	.1	2.2	.0	.3	
OTHER	10.3	3.3	9.7	2.4	38.2	2.6	2.9	12.6	12.8	

TABLE 180B

PERCENTAGE OF ADVERTISING DOLLARS SPENT ON FOLLOWING METHODS

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	206	49	157	63	58	48	12	15	10
NEWSPAPER	51.1	50.3	56.6	54.1	59.9	61.9	51.4	44.8	51.3
RADIO	5.5	5.4	6.7	7.5	5.6	7.7	4.0	6.7	4.6
TELEVISION	11.4	12.3	5.3	3.9	2.8	7.3	11.3	11.7	13.1
MAILER/FLYER	18.8	17.7	26.2	30.8	26.1	19.1	19.1	25.2	14.4
IN-STORE COUPONS	2.3	2.3	2.4	.8	3.0	1.8	1.6	6.3	.4
BILLBOARDS	.6	.6	.8	.7	.2	.5	1.2	.6	.7
OTHER	10.3	11.5	2.0	2.0	2.4	1.8	10.9	4.8	15.7

NOTE: DATA WEIGHTED BY ADVERTISING DOLLARS

TABLE 181A

COMPANIES THAT WILL BE 100 PERCENT SCANNING BY END OF 1981 AND COMPANIES WITH PERSON RESPONSIBLE FOR SCANNING

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	256	26	28	75	13	43	23	15	30	3
WITH 100% SCANNING	14.5	15.4	14.3	16.0	23.1	9.3	8.7	13.3	20.0	
TOTAL COMPANIES	138	10	19	41	10	20	9	6	20	3
HAVE PERSON FOR SCANNING	75.4	70.0	84.2	70.7	90.0	75.0	88.9	83.3	65.0	
DON'T HAVE PERSON	24.6	30.0	15.8	29.3	10.0	25.0	11.1	16.7	35.0	

RETAIL OPERATIONS

TABLE 181B

COMPANIES THAT WILL BE 100 PERCENT SCANNING BY END OF 1981 AND COMPANIES WITH PERSON RESPONSIBLE FOR SCANNING

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL COMPANIES	256	66	190	78	67	68	15	16	12
WITH 100% SCANNING	14.5	4.5	17.9	17.9	23.9	5.9	-	-	25.0
TOTAL COMPANIES	138	53	85	20	34	46	13	13	12
HAVE PERSON FOR SCANNING	75.4	75.5	75.3	90.0	79.4	65.2	69.2	61.5	100.0
DON'T HAVE PERSON	24.6	24.5	24.7	10.0	20.6	34.8	30.8	38.5	-

NOTE: UNWEIGHTED DATA

TABLE 182A

CURRENT USES OF SCANNING POS DATA

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL	4191	261	421	1771	254	536	194	435	244	75
CHECKER PERFORMANCE	94.0	87.5	94.4	95.1	90.0	95.0	100.0	100.0	90.0	100.0
COUPON ACCOUNTING	72.9	62.5	72.2	75.6	90.0	75.0	71.4	71.4	70.0	-
SPECIALS	69.2	87.5	61.1	65.9	90.0	55.0	85.7	71.4	80.0	-
WORK SCHEDULING	66.2	62.5	61.1	70.7	70.0	75.0	28.6	42.9	75.0	50.0
NEW PRODUCT EVALUATION	39.8	62.5	22.2	41.5	60.0	30.0	42.9	28.6	45.0	50.0
SHELF ALLOCATION	33.8	75.0	27.8	31.7	30.0	25.0	42.9	42.9	35.0	-
PRODUCE DEPARTMENT ANALYSIS	30.8	37.5	5.6	22.0	40.0	40.0	71.4	42.9	40.0	-
MEAT DEPARTMENT ANALYSIS	24.1	25.0	11.1	26.8	30.0	25.0	42.9	28.6	20.0	-
SHRINK ANALYSIS	22.6	37.5	38.9	14.6	20.0	25.0	14.3	14.3	25.0	-
PRICE ELASTICITY	16.5	62.5	-	17.1	10.0	10.0	14.3	-	30.0	-
REORDERING	6.8	25.0	-	2.4	-	5.0	-	28.6	10.0	50.0
NOT CURRENTLY MAKING USE OF AVAILABLE DATA	3.0	-	5.6	2.4	-	5.0	-	-	-	50.0

TABLE 182B

CURRENT USES OF SCANNING POS DATA

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL	4191	3857	324	26	107	404	248	676	2730
CHECKER PERFORMANCE	94.0	96.0	92.8	89.5	90.9	95.7	91.7	100.0	100.0
COUPON ACCOUNTING	72.9	66.0	77.1	84.2	81.8	65.2	83.3	50.0	72.7
SPECIALS	69.2	66.0	71.1	84.2	63.6	76.1	50.0	58.3	63.6
WORK SCHEDULING	66.2	66.0	66.3	68.4	63.6	69.6	58.3	58.3	72.7
NEW PRODUCT EVALUATION	39.8	32.0	44.6	52.6	42.4	39.1	16.7	25.0	54.5
SHELF ALLOCATION	33.8	24.0	39.8	42.1	48.5	28.3	8.3	16.7	45.5
PRODUCE DEPARTMENT ANALYSIS	30.8	30.0	31.3	36.8	42.4	19.6	25.0	25.0	45.5
MEAT DEPARTMENT ANALYSIS	24.1	18.0	27.7	15.8	42.4	19.6	8.3	25.0	18.2
SHRINK ANALYSIS	22.6	28.0	19.3	36.8	18.2	13.0	25.0	25.0	45.5
PRICE ELASTICITY	16.5	8.0	21.7	31.6	21.2	10.9	8.3	8.3	18.2
REORDERING	6.8	4.0	8.4	-	15.2	4.3	-	8.3	9.1
NOT CURRENTLY MAKING USE OF AVAILABLE DATA	3.0	2.0	3.6	5.3	6.1	-	-	8.3	-

NOTE: UNWEIGHTED DATA

TABLE 183

SCANNING INSTALLATION UPDATE

	Number of Installations	Percent of Installations
NCR	2,015	37.5%
IBM	1,323	24.6%
DATACHECKER	1,253	23.3%
DATATERMINAL	439	8.2%
SWEDA	310	5.8%
BERKLE (DATACASH)	24	.4%
TEC AMERICA	9	.2%
	5,373	100.0%

Total Installations Year End

	1974	6
	1975	42
	1976	104
	1977	206
	1978	562
	1979	1,472
	1980	3,106
	1981	4,890
1st Quarter	1982	5,373

Installations by State

California	615	Tennessee	88	South Dakota	17
Florida	563	Alabama	86	North Dakota	17
Texas	334	North Carolina	82	Hawaii	15
Illinois	283	Kansas	77	New Mexico	15
Ohio	261	Georgia	72	West Virginia	15
Missouri	225	Iowa	69	Montana	13
Pennsylvania	192	Utah	58	Idaho	11
Washington	185	Kentucky	56	Rhode Island	7
Indiana	157	Arkansas	50	Wyoming	4
Wisconsin	140	Oklahoma	48	Delaware	2
				Vermont	1
New York	134	Mississippi	38	Total U.S.	5,158
Virginia	131	Nebraska	39		
Michigan	120	Maine	36	Canadian	215
Minnesota	116	South Carolina	35		
Maryland	113	Connecticut	34	TOTAL	5,373
Louisiana	102	Nevada	27		
Colorado	99	Arizona	26		
New Jersey	98	Alaska	25		
Massachusetts	96	New Hampshire	23		
Oregon	95	District of Columbia	22		

Source: Food Mark[illegible]
Institute

TABLE 184A

SHOPPING CARTS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	255	26	28	77	12	42	23	15	29	3
NUMBER OF SHOPPING CARTS PER STORE	180	201	205	202	171	142	137	145	149	
TOTAL COMPANIES	242	24	28	72	11	41	21	13	29	3
PERCENT OF SHOPPING CARTS LOST/VANDALIZED ANNUALLY	12.21	14.75	28.40	9.74	7.26	8.09	5.69	10.30	19.53	
TOTAL COMPANIES	237	22	28	75	12	39	20	12	27	2
LIFE EXPECTANCY FOR SHOPPING CARTS/YEARS	5.5	3.5	5.6	5.5	4.8	6.1	6.7	5.0	5.1	
TOTAL COMPANIES	177	19	20	51	7	30	17	10	21	2
AVERAGE MAINTENANCE/REPAIR COST PER STORE IN DOLLARS	1395.09	840.76	2187.01	599.10	496.58	869.11	1684.02	2865.50	736.75	

TABLE 184B

SHOPPING CARTS

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL COMPANIES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL COMPANIES	255	65	190	78	67	67	15	16	12
NUMBER OF SHOPPING CARTS PER STORE	180	189	118	82	97	121	136	162	214
TOTAL COMPANIES	242	64	178	76	61	63	14	16	12
PERCENT OF SHOPPING CARTS LOST/VANDALIZED ANNUALLY	12.21	12.42	9.55	6.46	7.74	8.78	10.15	10.03	13.49
TOTAL COMPANIES	237	61	176	73	62	64	12	14	12
LIFE EXPECTANCY FOR SHOPPING CARTS/YEARS	5.5	5.4	5.6	7.0	6.3	6.0	6.3	7.1	4.9
TOTAL COMPANIES	177	48	129	58	45	40	13	12	9
AVERAGE MAINTENANCE/REPAIR COST PER STORE IN DOLLARS	1395.09	1477.10	853.93	538.93	753.46	792.70	1223.36	975.15	1931.29

NOTE: DATA WEIGHTED BY NUMBER OF STORES AND/OR CARTS PER STORE

TABLE 185A
PRIMARY METHOD FOR DISTRIBUTING GROCERIES

	ALL STORES	GEOGRAPHIC REGION OF HEADQUARTERS								
		NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
ALL STORES	4,925	295	472	1,972	257	676	340	480	356	77
PARCEL PICK-UP/CARRY-OUT	25.0	10.5	19.1	12.9	68.9	73.2	25.9	3.5	15.7	31.2
CART REMAINS AT LOADING ZONE	3.7	2.7	3.4	.4	-	14.3	-	.8	-	66.2
CART IS TAKEN TO CAR BY CUSTOMER	71.2	86.8	77.5	86.7	31.1	12.4	74.1	95.6	84.3	2.6

TABLE 185B
PRIMARY METHOD FOR DISTRIBUTING GROCERIES

	ALL STORES	RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
		CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
ALL STORES	4,925	4,362	563	98	209	577	330	928	2,783
PARCEL PICK-UP/CARRY-OUT	25.0	21.8	49.9	62.2	56.5	51.1	44.5	25.5	13.5
CART REMAINS AT LOADING ZONE	3.7	3.6	5.0	-	5.3	4.7	1.2	15.3	-
CART IS TAKEN TO CAR BY CUSTOMER	71.2	74.6	45.1	37.8	38.3	44.2	54.2	59.2	86.5

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 186
SHOPPING CARTS BY DISTRIBUTION METHOD

	TOTAL COMPANIES	PRIMARY METHOD FOR GETTING GROCERIES TO CUSTOMER'S CAR		
		PARCEL PICK-UP/ CARRY-OUT	CART REMAINS AT LOADING ZONE	CART IS TAKEN TO CAR BY CUSTOMER
TOTAL COMPANIES	255	119	9	111
NUMBER OF SHOPPING CARTS PER STORE	180	138	159	198
TOTAL COMPANIES	242	115	9	105
PERCENT OF SHOPPING CARTS LOST/VANDALIZED ANNUALLY	12.21	5.27	7.31	14.22
TOTAL COMPANIES	237	114	9	101
LIFE EXPECTANCY FOR SHOPPING CARTS/YEARS	5.5	7.1	4.9	5.0
TOTAL COMPANIES	177	86	5	77
AVERAGE MAINTENANCE/REPAIR COST PER STORE IN DOLLARS	1395.09	669.32	1544.43	1868.43

NOTE: DATA WEIGHTED BY NUMBER OF STORES AND/OR CARTS PER STORE

TABLE 187A

NUMBER OF ELECTRONIC GAMES IN SUPERMARKETS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	4583	302	522	1981	270	678	344	48	361	77
PROPORTION OF STORES WITH GAMES	28.1	8.0	12.1	40.0	23.0	13.4	33.1	62.5	32.7	.0
TOTAL STORES	4441	300	466	1965	270	676	284	43	360	77
PROPORTION OF STORES PROJECTED TO HAVE GAMES IN 1982	38.3	18.0	13.5	55.2	38.9	18.5	40.1	65.1	35.8	.0
TOTAL STORES	4490	302	517	1980	270	677	284	47	360	53
PROPORTION OF STORES WHERE GAMES HAVE BEEN REMOVED	1.2	7	.8	1.3	.4	.4	.7	.0	4.4	.0

TABLE 187B

NUMBER OF ELECTRONIC GAMES IN SUPERMARKETS

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL STORES	4583	3987	596	97	218	615	300	978	2375
PROPORTION OF STORES WITH GAMES	28.1	27.5	32.8	23.7	40.4	31.4	23.7	19.4	30.5
TOTAL STORES	4441	3884	557	85	204	602	300	928	2322
PROPORTION OF STORES PROJECTED TO HAVE GAMES IN 1982	38.3	38.4	38.1	24.7	43.6	37.7	26.3	30.5	43.2
TOTAL STORES	4490	3910	580	86	213	615	300	954	2322
PROPORTION OF STORES WHERE GAMES HAVE BEEN REMOVED	1.2	1.1	2.1	4.7	1.9	1.1	1.0	.6	1.3

NOTE: DATA WEIGHTED BY NUMBER OF STORES

TABLE 188A

EXPERIENCE WITH ELECTRONIC GAMES

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL STORES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES WITH GAMES	1312	20	67	812	63	93	107	28	122	0
AVERAGE NUMBER OF GAMES PER STORE	2.1	1.3	1.5	2.0	1.9	2.0	2.5	2.7	2.7	-
TOTAL STORES WITH GAMES	1264	20	65	799	62	92	107	23	96	0
AVERAGE GROSS REVENUE PER GAME PER WEEK	143	118	120	137	155	113	159	130	191	-
TOTAL STORES WITH GAMES	1310	20	66	812	63	92	107	28	122	0
LOCATION OF GAMES										
OUTSIDE STORE	-	-	-	-	-	-	-	-	-	-
INSIDE, IN FRONT OF STORE	99.6	100.0	100.0	99.4	100.0	98.4	100.0	100.0	100.0	-
IN SHOPPING AREA	.4	-	-	.6	-	1.6	-	-	-	-
TOTAL STORES WITH GAMES	1298	20	67	812	63	92	107	28	109	0
MAJOR DIFFICULTIES WITH GAMES										
NO PROBLEM	82.9	34.6	63.6	97.5	59.3	50.8	54.8	62.7	74.8	-
POOR SERVICE	4.3	-	-	.5	14.4	47.1	-	-	1.2	-
EQUIPMENT REPAIRS	1.4	-	-	.1	14.4	-	-	26.7	-	-
LOITERING OF PLAYERS	9.8	65.4	36.4	2.2	26.3	40.6	4.2	21.3	13.2	-
INCREASED PILFERAGE	.8	65.4	-	-	-	-	-	-	1.2	-
GENERAL DISRUPTION	6.5	-	-	1.7	20.3	1.1	41.1	-	4.6	-

TABLE 188B

EXPERIENCE WITH ELECTRONIC GAMES

		RETAIL AFFIL.		1981 RETAIL SALES (IN MILLIONS OF DOLLARS)					
	ALL STORES	CHAIN	INDE-PENDENT	UNDER $10	$10-30	$31-100	$101-250	$251-500	$501+
TOTAL STORES WITH GAMES	1312	1122	190	21	88	196	71	195	741
AVERAGE NUMBER OF GAMES PER STORE	2.1	2.1	2.1	1.9	2.3	2.2	2.5	2.1	2.0
TOTAL STORES WITH GAMES	1264	1107	157	17	77	178	56	195	741
AVERAGE GROSS REVENUE PER GAME PER WEEK	143	145	130	108	136	138	204	168	133
TOTAL STORES WITH GAMES	1310	1122	188	20	88	195	71	195	741
LOCATION OF GAMES									
OUTSIDE STORE	-	-	-	-	-	-	-	-	-
INSIDE, IN FRONT OF STORE	99.6	100.0	96.9	73.7	99.0	100.0	100.0	100.0	100.0
IN SHOPPING AREA	.4	-	3.1	26.3	1.0	-	-	-	-
TOTAL STORES WITH GAMES	1298	1122	176	20	88	183	71	195	741
MAJOR DIFFICULTIES WITH GAMES									
NO PROBLEM	82.9	87.3	57.6	62.5	59.8	77.3	28.1	74.1	97.7
POOR SERVICE	4.3	3.9	6.6	-	12.7	-	-	17.9	1.2
EQUIPMENT REPAIRS	1.4	.7	5.3	2.5	9.8	-	-	-	1.2
LOITERING OF PLAYERS	9.8	7.3	24.2	30.0	25.9	13.6	11.2	25.9	1.2
INCREASED PILFERAGE	.8	.7	1.0	-	2.0	-	-	-	1.2
GENERAL DISRUPTION	6.5	5.7	11.4	15.0	10.3	9.8	60.7	-	-

NOTE: DATA WEIGHTED BY NUMBER OF GAMES

TABLE 189A

CHECK ACCEPTANCE POLICIES - PERSONAL CHECKS

		1981 SALES (MILLIONS OF DOLLARS)					
	ALL COMPANIES	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	287	108	59	51	19	29	20
PROPORTION ACCEPTING CHECKS	100.0	100.0	100.0	100.0	100.0	100.0	100.0
TOTAL COMPANIES	282	106	57	51	19	28	20
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS WITHOUT A PURCHASE	61.0	63.2	59.6	58.8	63.2	57.1	65.0
TOTAL COMPANIES	283	107	57	50	19	29	20
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS OVER THE AMOUNT OF PURCHASE:							
UP TO SPECIFIED AMOUNT	84.1	84.1	86.0	86.0	84.2	82.8	80.0
NO LIMIT	2.1	2.8	3.5	2.0	-	-	-
MANAGER'S DISCRETION	6.0	5.6	3.5	6.0	-	10.3	10.0
TOTAL COMPANIES	200	76	43	35	12	20	13
MEDIAN AMOUNT OVER THE AMOUNT OF PURCHASE FOR WHICH CHECKS ARE ACCEPTED	$20	$20	$10	$18	$40	$25	$25

TABLE 189B

CHECK ACCEPTANCE POLICIES - PERSONAL CHECKS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	287	27	30	82	19	49	25	20	33	2
PROPORTION ACCEPTING CHECKS	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
TOTAL COMPANIES	282	25	30	80	19	49	25	19	33	2
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS WITHOUT A PURCHASE	61.0	60.0	50.0	62.5	57.9	73.5	80.0	42.1	51.5	
TOTAL COMPANIES	283	26	30	82	19	48	23	20	33	2
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS OVER THE AMOUNT OF PURCHASE:										
UP TO SPECIFIED AMOUNT	84.1	73.1	93.3	82.9	84.2	79.2	82.6	100.0	87.9	
NO LIMIT	2.1	3.8	-	3.7	5.3	-	4.3	-	-	
MANAGER'S DISCRETION	6.0	7.7	3.3	3.7	10.5	12.5	-	-	9.1	
TOTAL COMPANIES	200	14	26	57	15	27	14	18	28	1
MEDIAN AMOUNT OVER THE AMOUNT OF PURCHASE FOR WHICH CHECKS ARE ACCEPTED	$20	$10	$25	$20	$15	$25	$20	$10	$10	

NOTE: UNWEIGHTED DATA

TABLE 189C

CHECK ACCEPTANCE POLICIES - PAYROLL/GOVERNMENT CHECKS

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	286	108	59	51	19	29	19
PROPORTION ACCEPTING CHECKS	91.6	92.6	84.7	94.1	94.7	93.1	94.7
TOTAL COMPANIES	256	96	49	48	18	26	18
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS WITHOUT A PURCHASE	67.2	65.6	67.3	66.7	72.2	69.2	72.2
TOTAL COMPANIES	231	88	42	46	17	21	16
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS OVER THE AMOUNT OF PURCHASE:							
UP TO SPECIFIED AMOUNT	72.7	71.6	78.6	73.9	88.2	71.4	50.0
NO LIMIT	9.5	10.2	9.5	6.5	11.8	4.8	18.8
MANAGER'S DISCRETION	7.4	5.7	2.4	10.9	-	9.5	18.8
TOTAL COMPANIES	75	29	16	14	8	5	3
MEDIAN AMOUNT OVER THE AMOUNT OF PURCHASE FOR WHICH CHECKS ARE ACCEPTED	$300	$300	$225	$300	$250	$250	

TABLE 189D

CHECK ACCEPTANCE POLICIES - PAYROLL/GOVERNMENT CHECKS

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	286	27	30	82	19	49	25	19	33	2
PROPORTION ACCEPTING CHECKS	91.6	81.5	96.7	92.7	89.5	100.0	100.0	78.9	81.8	
TOTAL COMPANIES	256	21	29	74	17	48	24	14	27	2
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS WITHOUT A PURCHASE	67.2	76.2	62.1	66.2	64.7	72.9	79.2	64.3	55.6	
TOTAL COMPANIES	231	20	27	65	14	46	22	13	22	2
OF THOSE ACCEPTING CHECKS, PROPORTION ACCEPTING CHECKS OVER THE AMOUNT OF PURCHASE:										
UP TO SPECIFIED AMOUNT	72.7	75.0	81.5	73.8	50.0	76.1	63.6	76.9	72.7	
NO LIMIT	9.5	5.0	-	10.8	21.4	10.9	13.6	7.7	4.5	
MANAGER'S DISCRETION	7.4	10.0	7.4	3.1	21.4	8.7	4.5	-	13.6	
TOTAL COMPANIES	75	5	10	19	1	15	7	6	11	1
MEDIAN AMOUNT OVER THE AMOUNT OF PURCHASE FOR WHICH CHECKS ARE ACCEPTED	$300	$300	$250	$200		$250	$400	$75	$300	

NOTE: UNWEIGHTED DATA

TABLE 190A

CHARGES FOR CHECK ACCEPTANCE - PERSONAL CHECKS

		1981 SALES (MILLIONS OF DOLLARS)					
	ALL COMPANIES	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	286	107	58	51	19	29	21
PROPORTION CHARGING FOR CHECKS IN THE AMOUNT OF THE PURCHASE	2.1	3.7	1.7	2.0	-	-	-
TOTAL COMPANIES	6	4	1	1	0	0	0
MEDIAN AMOUNT CHARGED FOR CHECKS IN THE AMOUNT OF THE PURCHASE	$.25	$.25					
TOTAL COMPANIES	283	106	58	51	18	29	20
PROPORTION CHARGING FOR CHECKS OVER THE PURCHASE	15.5	18.9	13.8	5.9	11.1	17.2	30.0
TOTAL COMPANIES	29	13	5	2	0	5	4
MEDIAN AMOUNT CHARGED FOR CHECKS OVER THE PURCHASE	$.20	$.25	$.20			$.10	$.13
TOTAL COMPANIES	285	107	58	51	19	28	21
PROPORTION CHARGING FOR RETURNED CHECKS	89.1	86.0	91.4	90.2	89.5	92.9	90.5
TOTAL COMPANIES	248	91	52	45	15	26	18
MEDIAN AMOUNT CHARGED FOR RETURNED CHECKS	$5.00	$5.00	$7.00	$5.00	$10.00	$5.50	$5.00

TABLE 190B

CHARGES FOR CHECK ACCEPTANCE - PERSONAL CHECKS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	286	26	30	81	19	49	25	20	33	3
PROPORTION CHARGING FOR CHECKS IN THE AMOUNT OF THE PURCHASE	2.1	15.4	3.3	-	-	-	-	-	3.0	
TOTAL COMPANIES	6	4	1	0	0	0	0	0	1	0
MEDIAN AMOUNT CHARGED FOR CHECKS IN THE AMOUNT OF THE PURCHASE	$.25	$.20		-	-	-	-	-		-
TOTAL COMPANIES	283	27	30	80	19	48	24	19	33	3
PROPORTION CHARGING FOR CHECKS OVER THE PURCHASE	15.5	37.0	-	7.5	21.1	16.7	45.8	10.5	6.1	
TOTAL COMPANIES	29	8	0	2	4	4	8	1	2	0
MEDIAN AMOUNT CHARGED FOR CHECKS OVER THE PURCHASE	$.20	$.15			$.10	$.10	$.30			-
TOTAL COMPANIES	285	27	29	81	19	48	25	20	33	3
PROPORTION CHARGING FOR RETURNED CHECKS	89.1	74.1	82.8	90.1	89.5	95.8	100.0	95.0	90.9	
TOTAL COMPANIES	248	19	24	71	17	44	25	19	29	0
MEDIAN AMOUNT CHARGED FOR RETURNED CHECKS	$5.00	$5.00	$5.00	$5.00	$5.00	$5.00	$7.50	$5.00	$8.00	-

NOTE: UNWEIGHTED DATA

TABLE 190C

CHARGES FOR CHECK ACCEPTANCE - PAYROLL/GOVERNMENT CHECKS

		1981 SALES (MILLIONS OF DOLLARS)					
	ALL COMPANIES	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	254	93	50	49	18	25	18
PROPORTION CHARGING FOR CHECKS IN THE AMOUNT OF THE PURCHASE	9.1	7.5	18.0	2.0	11.1	12.0	5.6
TOTAL COMPANIES	20	6	7	1	2	3	1
MEDIAN AMOUNT CHARGED FOR CHECKS IN THE AMOUNT OF THE PURCHASE	$.25	$.25	$.25				
TOTAL COMPANIES	255	96	47	48	19	27	17
PROPORTION CHARGING FOR CHECKS OVER THE PURCHASE	21.2	24.0	25.5	8.3	15.8	25.9	29.4
TOTAL COMPANIES	36	14	7	2	2	7	4
MEDIAN AMOUNT CHARGED FOR CHECKS OVER THE PURCHASE	$.25	$.25	$.15			$.25	$.18
TOTAL COMPANIES	248	89	47	48	19	26	19
PROPORTION CHARGING FOR RETURNED CHECKS	84.3	78.7	91.5	85.4	73.7	92.3	89.5
TOTAL COMPANIES	197	69	40	37	11	24	16
MEDIAN AMOUNT CHARGED FOR RETURNED CHECKS	$5.00	$5.00	$5.50	$5.00	$10.00	$5.00	$5.00

TABLE 190D

CHARGES FOR CHECK ACCEPTANCE - PAYROLL/GOVERNMENT CHECKS

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	254	21	29	73	16	46	21	18	28	2
PROPORTION CHARGING FOR CHECKS IN THE AMOUNT OF THE PURCHASE	9.1	19.0	6.9	8.2	6.3	2.2	23.8	11.1	7.1	-
TOTAL COMPANIES	20	4	2	6	1	0	3	2	2	0
MEDIAN AMOUNT CHARGED FOR CHECKS IN THE AMOUNT OF THE PURCHASE	$.25	$.15		$.13		-				-
TOTAL COMPANIES	255	23	29	72	17	45	23	17	27	2
PROPORTION CHARGING FOR CHECKS OVER THE PURCHASE	21.2	47.8	3.4	16.7	29.4	13.3	60.9	23.5	3.7	-
TOTAL COMPANIES	36	9	1	7	5	4	8	1	1	0
MEDIAN AMOUNT CHARGED FOR CHECKS OVER THE PURCHASE	$.25	$.15		$.15	$.25	$.10	$.69			-
TOTAL COMPANIES	248	22	28	69	16	45	22	16	28	2
PROPORTION CHARGING FOR RETURNED CHECKS	84.3	63.6	82.1	82.6	93.8	88.9	95.5	87.5	89.3	-
TOTAL COMPANIES	197	13	23	55	15	35	20	13	23	0
MEDIAN AMOUNT CHARGED FOR RETURNED CHECKS	$5.00	$5.00	$5.00	$5.00	$5.00	$5.00	$7.25	$7.00	$5.00	-

NOTE: UNWEIGHTED DATA

TABLE 191A
CHECK AUTHORIZATION LOCATION

		1981 SALES (MILLIONS OF DOLLARS)					
	ALL COMPANIES	UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	279	103	57	50	19	29	20
PERSONAL CHECKS							
IN GROCERY LANE	70.3	68.0	63.2	70.0	89.5	72.4	80.0
AT COURTESY BOOTH	24.0	26.2	31.6	24.0	10.5	17.2	15.0
AT BANK TERMINAL	.4	-	-	-	-	3.4	-
OTHER	5.4	5.8	5.3	6.0	-	6.9	5.0
TOTAL COMPANIES	251	92	49	47	18	26	19
PAYROLL/GOVERNMENT CHECKS							
IN GROCERY LANE	44.6	42.4	32.7	42.6	66.7	50.0	63.2
AT COURTESY BOOTH	48.6	51.1	61.2	48.9	33.3	38.5	31.6
AT BANK TERMINAL	.8	-	-	2.1	-	3.8	-
OTHER	6.0	6.5	6.1	6.4	-	7.7	5.3

TABLE 191B
CHECK AUTHORIZATION LOCATION

		GEOGRAPHIC REGION OF HEADQUARTERS								
	ALL COMPANIES	NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	279	26	30	79	18	47	24	19	33	3
PERSONAL CHECKS										
IN GROCERY LANE	70.3	57.7	60.0	72.2	72.2	63.8	54.2	89.5	93.9	
AT COURTESY BOOTH	24.0	30.8	33.3	24.1	11.1	27.7	45.8	5.3	6.1	
AT BANK TERMINAL	.4	-	-	-	5.6	-	-	-	-	
OTHER	5.4	11.5	6.7	3.8	11.1	8.5	-	5.3	-	
TOTAL COMPANIES	251	21	28	69	16	46	24	15	29	3
PAYROLL/GOVERNMENT CHECKS										
IN GROCERY LANE	44.6	42.9	28.6	36.2	62.5	50.0	12.5	60.0	79.3	
AT COURTESY BOOTH	48.6	42.9	64.3	56.5	18.8	41.3	87.5	40.0	20.7	
AT BANK TERMINAL	.8	-	-	1.4	6.3	-	-	-	-	
OTHER	6.0	14.3	7.1	5.8	12.5	8.7	-	-	-	

NOTE: UNWEIGHTED DATA

TABLE 102A

CUSTOMER IDENTIFICATION METHOD - PRIMARY

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	281	106	56	51	18	28	21
PERSONAL CHECKS							
STORE COURTESY CARD	42.0	35.8	41.1	45.1	38.9	50.0	61.9
BANK CHECK CASHING CARD	2.5	.9	1.8	-	5.6	10.7	4.8
DRIVER'S LICENSE	31.0	29.2	30.4	39.2	33.3	28.6	19.0
MAJOR CREDIT CARD	-	-	-	-	-	-	-
MILITARY ID	-	-	-	-	-	-	-
CHECKER KNOWS CUSTOMER	5.3	9.4	8.9	-	-	-	-
OTHER	3.2	2.8	1.8	2.0	5.6	7.1	4.8
STORE COURTESY CARD/ DRIVER'S LICENSE	3.6	4.7	1.8	5.9	-	3.6	-
DRIVER'S LICENSE/ CHECKER KNOWS CUSTOMER	6.4	10.4	5.4	5.9	5.6	-	-
MISCELLANEOUS DOUBLE METHODS	6.0	6.6	8.9	2.0	11.1	-	9.5
TOTAL COMPANIES	254	94	49	48	17	26	20
PAYROLL/GOVERNMENT CHECKS							
STORE COURTESY CARD	39.8	35.1	34.7	39.6	35.3	50.0	65.0
BANK CHECK CASHING CARD	2.0	1.1	-	-	5.9	7.7	5.0
DRIVER'S LICENSE	31.9	28.7	32.7	45.8	35.3	23.1	20.0
MAJOR CREDIT CARD	-	-	-	-	-	-	-
MILITARY ID	.4	-	2.0	-	-	-	-
CHECKER KNOWS CUSTOMER	5.9	8.5	12.2	2.1	-	-	-
OTHER	3.9	3.2	2.0	2.1	5.9	11.5	5.0
STORE COURTESY CARD/ DRIVER'S LICENSE	4.3	6.4	2.0	4.2	-	7.7	-
DRIVER'S LICENSE/ CHECKER KNOWS CUSTOMER	6.7	11.7	6.1	4.2	5.9	-	-
MISCELLANEOUS DOUBLE METHODS	5.1	5.3	8.2	2.1	11.8	-	5.0

TABLE 102B

CUSTOMER IDENTIFICATION METHOD - PRIMARY

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	281	27	30	79	19	47	25	19	32	3
PERSONAL CHECKS										
STORE COURTESY CARD	42.0	55.6	86.7	49.4	15.8	29.8	24.0	15.8	28.1	
BANK CHECK CASHING CARD	2.5	3.7	-	-	5.3	-	-	26.3	-	
DRIVER'S LICENSE	31.0	11.1	3.3	27.8	52.6	36.2	48.0	26.3	53.1	
MAJOR CREDIT CARD	-	-	-	-	-	-	-	-	-	
MILITARY ID	-	-	-	-	-	-	-	-	-	
CHECKER KNOWS CUSTOMER	5.3	-	-	6.3	5.3	10.6	8.0	-	6.3	
OTHER	3.2	7.4	3.3	-	10.5	8.5	-	-	-	
STORE COURTESY CARD/ DRIVER'S LICENSE	3.6	14.8	3.3	1.3	-	2.1	4.0	5.3	3.1	
DRIVER'S LICENSE/ CHECKER KNOWS CUSTOMER	6.4	3.7	-	10.1	5.3	6.4	16.0	-	3.1	
MISCELLANEOUS DOUBLE METHODS	6.0	3.7	3.3	5.1	5.3	6.4	-	26.3	6.3	
TOTAL COMPANIES	254	21	29	71	16	46	25	15	28	3
PAYROLL/GOVERNMENT CHECKS										
STORE COURTESY CARD	39.8	42.9	82.8	47.9	18.8	23.9	24.0	20.0	28.6	
BANK CHECK CASHING CARD	2.0	4.8	-	-	6.3	-	-	20.0	-	
DRIVER'S LICENSE	31.9	19.0	3.4	29.6	56.3	41.3	40.0	20.0	50.0	
MAJOR CREDIT CARD	-	-	-	-	-	-	-	-	-	
MILITARY ID	.4	-	-	-	-	-	-	6.7	-	
CHECKER KNOWS CUSTOMER	5.9	-	-	7.0	12.5	6.5	12.0	-	7.1	
OTHER	3.9	14.3	3.4	-	6.3	10.9	-	-	-	
STORE COURTESY CARD/ DRIVER'S LICENSE	4.3	14.3	6.9	1.4	-	2.2	8.0	6.7	3.6	
DRIVER'S LICENSE/ CHECKER KNOWS CUSTOMER	6.7	4.8	-	11.3	-	6.5	16.0	-	3.6	
MISCELLANEOUS DOUBLE METHODS	5.1	-	3.4	2.8	-	8.7	-	26.7	7.1	

NOTE: UNWEIGHTED DATA

TABLE 193A

CUSTOMER IDENTIFICATION METHOD – SECONDARY

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	246	88	48	46	17	28	19
PERSONAL CHECKS							
STORE COURTESY CARD	14.9	10.2	16.9	11.8	21.1	24.1	23.8
BANK CHECK CASHING CARD	17.4	17.6	13.6	9.8	15.8	24.1	38.1
DRIVER'S LICENSE	53.8	49.1	54.2	47.1	52.6	72.4	71.4
MAJOR CREDIT CARD	38.2	34.3	35.6	43.1	52.6	48.3	28.6
MILITARY ID	8.3	5.6	6.8	11.8	21.1	10.3	4.8
OTHER	10.8	12.0	10.2	3.9	15.8	13.8	14.3
TOTAL COMPANIES	234	86	45	43	15	26	19
PAYROLL/GOVERNMENT CHECKS							
STORE COURTESY CARD	14.2	9.3	15.3	13.7	15.8	24.1	23.8
BANK CHECK CASHING CARD	13.9	13.9	10.2	7.8	10.5	24.1	28.6
DRIVER'S LICENSE	49.3	45.4	50.8	41.2	47.4	65.5	66.7
MAJOR CREDIT CARD	33.0	26.9	32.2	39.2	47.4	37.9	33.3
MILITARY ID	9.4	7.4	8.5	11.8	21.1	10.3	4.8
OTHER	10.4	10.2	10.2	3.9	15.8	13.8	10.0

TABLE 193B

CUSTOMER IDENTIFICATION METHOD – SECONDARY

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	246	21	29	63	17	41	24	17	31	3
PERSONAL CHECKS										
STORE COURTESY CARD	14.9	7.4	33.3	13.4	15.8	6.1	20.0	15.0	18.2	-
BANK CHECK CASHING CARD	17.4	7.4	20.0	14.6	15.8	2.0	8.0	45.0	45.5	-
DRIVER'S LICENSE	53.8	59.3	80.0	47.6	47.4	49.0	48.0	70.0	42.4	
MAJOR CREDIT CARD	38.2	18.5	36.7	31.7	47.4	38.8	40.0	45.0	54.5	
MILITARY ID	8.3	3.7	13.3	4.9	5.3	12.2	16.0	15.0	3.0	-
OTHER	10.8	7.4	3.3	13.4	15.8	16.3	12.0	5.0	3.0	
TOTAL COMPANIES	234	17	29	60	17	41	23	16	28	3
PAYROLL/GOVERNMENT CHECKS										
STORE COURTESY CARD	14.2	7.4	33.3	13.4	15.8	12.2	12.0	10.0	12.1	-
BANK CHECK CASHING CARD	13.9	7.4	20.0	9.8	15.8	2.0	8.0	35.0	33.3	-
DRIVER'S LICENSE	49.3	44.4	80.0	41.5	42.1	44.9	56.0	60.0	39.4	
MAJOR CREDIT CARD	33.0	14.8	33.3	26.8	47.4	38.8	28.0	40.0	39.4	
MILITARY ID	9.4	3.7	16.7	6.1	5.3	14.3	16.0	15.0	3.0	-
OTHER	10.4	3.7	10.0	11.0	10.5	18.4	12.0	10.0	-	

NOTE: UNWEIGHTED DATA

TABLE 194A

NUMBER AND VALUE OF CHECKS ACCEPTED

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL STORES	7236	106	146	422	312	1474	4776
AVERAGE NUMBER OF CHECKS ACCEPTED PER STORE	2786	1787	2459	2305	2467	3668	2917
TOTAL STORES	7112	91	120	396	289	1440	4776
AVERAGE VALUE OF CHECKS ACCEPTED	$50	$51	$58	$49	$73	$54	$48
TOTAL STORES	6951	90	110	373	292	1474	4612
VALUE OF CHECKS ACCEPTED AS PERCENT OF SALES	59.6	59.9	63.2	50.3	52.3	62.8	59.7

TABLE 194B

NUMBER AND VALUE OF CHECKS ACCEPTED

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	7236	182	2012	1893	445	1032	103	559	634	376
AVERAGE NUMBER OF CHECKS ACCEPTED PER STORE	2786	1518	1223	3827	3933	3370	4024	3361	3890	500
TOTAL STORES	7112	171	1978	1845	444	1019	90	555	634	376
AVERAGE VALUE OF CHECKS ACCEPTED	$50	$64	$53	$41	$47	$56	$94	$38	$45	$82
TOTAL STORES	6951	157	1993	1803	361	1006	88	549	618	376
VALUE OF CHECKS ACCEPTED AS PERCENT OF SALES	59.6	48.1	63.4	36.8	87.7	82.7	78.5	72.5	65.3	32.0

NOTE: DATA WEIGHTED BY NUMBER OF SUPERMARKETS

TABLE 195A

NUMBER AND VALUE OF CHECKS RETURNED PER WEEK

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL STORES	7079	105	142	422	312	1322	4776
AVERAGE NUMBER OF CHECKS ACCEPTED WHICH ARE RETURNED PER STORE	26	20	23	35	26	43	22
TOTAL STORES	6951	81	132	382	312	1349	4695
AVERAGE VALUE OF CHECKS WRITTEN OFF	$50	$53	$45	$48	$51	$50	$50
TOTAL STORES	6570	75	108	321	209	1345	4514
AVERAGE NUMBER OF CHECKS WRITTEN OFF AS UNCOLLECTABLE PER STORE	4	4	2	3	5	3	4

TABLE 195B

NUMBER AND VALUE OF CHECKS RETURNED PER WEEK

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	7079	182	2010	1829	445	941	103	559	634	376
AVERAGE NUMBER OF CHECKS ACCEPTED WHICH ARE RETURNED PER STORE	26	9	8	36	39	15	342	35	20	4
TOTAL STORES	6951	170	1973	1774	442	940	96	547	633	376
AVERAGE VALUE OF CHECKS WRITTEN OFF	$50	$52	$50	$45	$36	$58	$77	$39	$41	$93
TOTAL STORES	6570	138	1978	1838	403	602	100	512	623	376
AVERAGE NUMBER OF CHECKS WRITTEN OFF AS UNCOLLECTABLE PER STORE	4	3	2	5	2	3	7	4	6	1

NOTE: DATA WEIGHTED BY NUMBER OF SUPERMARKETS

TABLE 106A

FOOD STAMPS

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL STORES	8333	123	189	473	418	1370	5760
PERCENT OF TOTAL SALES IN FOOD STAMPS	9.7	5.6	5.3	5.8	[illegible]	4.8	11.6
TOTAL STORES	2108	23	44	231	189	579	1042
AVERAGE TOTAL NUMBER OF FOOD STAMP COUPONS RECEIVED ANNUALLY	163305	75552	184602	144944	172741	93820	205423

TABLE 106B

FOOD STAMPS

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL STORES	8333	187	1989	1934	368	2100	179	539	738	301
PERCENT OF TOTAL SALES IN FOOD STAMPS	9.7	3.8	4.4	23.7	3.0	5.2	10.3	2.8	2.9	.0
TOTAL STORES	2108	70	188	305	183	262	20	421	659	-
AVERAGE TOTAL NUMBER OF FOOD STAMP COUPONS RECEIVED ANNUALLY	163305	86944	91760	84649	800503	251768	331310	57358	78900	-

NOTE: "PERCENT" DATA WEIGHTED BY 1981 SALES. "COUPONS RECEIVED" DATA WEIGHTED BY NUMBER OF SUPERMARKETS.

TABLE 107A

SERVICE CHARGES FOR FOOD STAMPS

	ALL COMPANIES	1981 SALES (MILLIONS OF DOLLARS) UNDER 10	10-30	31-100	101-250	251-500	OVER 500
TOTAL COMPANIES	278	104	58	51	19	28	17
PROPORTION PAYING A SERVICE CHARGE	12.9	1.0	12.1	11.8	15.8	39.3	47.1

TABLE 107B

SERVICE CHARGES FOR FOOD STAMPS

	ALL COMPANIES	GEOGRAPHIC REGION OF HEADQUARTERS NORTH EAST	MIDDLE ATLANTIC	EAST NORTH CENTRAL	WEST NORTH CENTRAL	SOUTH EAST	WEST SOUTH CENTRAL	MOUNTAIN	PACIFIC	CANADA
TOTAL COMPANIES	278	24	30	81	17	48	24	20	33	1
PROPORTION PAYING A SERVICE CHARGE	12.9	4.2	13.3	8.6	17.6	8.3	-	25.0	36.4	-

NOTE: UNWEIGHTED DATA

TABLE 197

OPERATING RESULTS

(Current & Historical)

	1975	1976	1977	1978	1979	1980	1981
Profit							
Gross Profit with Warehouse	22.3%	22.2%	22.0%	22.6%	22.3%	22.4%	23.0%
Gross Profit without Warehouse	19.3	20.0	19.7	21.0	20.5	20.9	20.9
Store Door Margin	18.6	18.6	18.5	18.9	18.9	18.7	18.8
Net Profit (before taxes)	1.5	1.3	1.4	1.7	1.9	1.5	1.4
Expenses							
Store Labor	8.1	8.3	8.4	8.5	8.3	8.4	8.5
Fringe Benefits	1.4	1.5	1.7	2.0	1.8	1.9	2.0
Store Supply	0.9	0.9	0.9	0.9	0.9	1.0	0.9
Rent and Real Estate	1.3	1.3	1.3	1.3	1.2	1.3	1.3
Utilities	0.9	0.9	0.9	1.0	1.0	1.0	1.1
Grocery Department Shrink	0.8	0.6	0.5	0.5	0.5	0.5	0.5

Source: Operations Review 1975-1981

TABLE 198

FOOD CONSUMPTION

Revised according to 1980 census

	Index
1981	103.2
1980	104.1
1979	103.3
1978	103.7
1977	104.6
1976	101.0
1975	101.7
1967	100.0

Source: National Food Review,
U.S. Department
of Agriculture

TABLE 199

PERCENT OF DISPOSABLE INCOME SPENT ON FOOD

	All Food	Food at Home	Food Away from Home
1981	16.7%	12.3%	4.5%
1980	16.6	12.2	4.4
1979	16.4	12.3	4.1
1978	16.5	12.2	4.3
1977	16.7	12.5	4.1
1976	16.8	12.7	4.1
1975	17.1	13.0	4.1

Source: U.S. Department of Agriculture
Economics, Statistics, & Cooperatives Service

TABLE 200

CONSUMER PRICE INDEX*

Annual Average

	ALL ITEMS		FOOD AT HOME		FOOD AWAY FROM HOME	
	C.P.I.	Percent Change	C.P.I.	Percent Change	C.P.I.	Percent Change
1981	272.4	10.4	269.9	7.3	291.0	9.0
1980	246.8	13.5	251.5	8.0	267.0	9.9
1979	217.4	11.3	232.9	10.8	242.9	11.2
1978	195.4	7.7	210.2	10.5	218.4	9.0
1977	181.5	6.5	190.2	6.0	200.3	7.6
1976	170.5	5.8	179.5	2.1	186.1	6.8
1975	161.2	9.1	175.8	8.3	174.3	9.3

* 1967 = 100

Source: Consumer Price Index
Detailed Report for December
U.S. Department of Labor
Bureau of Labor Statistics

TABLE 201

HISTORICAL DATA

Average Percent Change in Retail Sales	
1980 vs. 1981	9.3%
1979 vs. 1980	14.1
1978 vs. 1979	15.0
1977 vs. 1978	13.1
1976 vs. 1977	9.5
1975 vs. 1976	8.7
1974 vs. 1975	14.8

Average Percent Change in Retail Sales-Identical Stores	
1980 vs. 1981	8.1%
1979 vs. 1980	11.4
1978 vs. 1979	11.7
1977 vs. 1978	11.8
1976 vs. 1977	8.0
1975 vs. 1976	6.7
1974 vs. 1975	11.4

Average Weekly Store Sales	
1981	$159,000
1980	110,000
1979	110,000
1978	88,337
1977	75,000
1976	72,425
1975	68,000

Average Weekly Sales Per Square Foot	
1981	$6.75
1980	6.94
1979	6.49
1978	6.17
1977	5.80
1976	5.50
1975	5.33

Average Sales Per Transaction	
1981	$14.23
1980	12.10
1979	11.60
1978	10.28
1977	9.85
1976	9.39
1975	8.75

Average Number of Items in a Supermarket	
1981	12,877
1980	14,145
1979	12,745
1978	11,767
1976	9,000
1974	9,000
1969	8,000

Definitions

Chain	Retailers with eleven (11) or more supermarkets.
Delivery Cost	The total amount of delivery expense charged to the retail store operation, including salaries, fringe benefits including payroll taxes, equipment depreciation and rental, taxes and licenses, insurance, repairs, gas and oil, and operating supplies.
Fringe Benefits	The company's share of payroll taxes (including those payable under the Federal Insurance Contribution Act, state and federal unemployment compensation, Workers' Compensation), holiday and vacation pay, group insurance, pension, profitsharing, retirement, severance pay, and bonus unless it is a significant amount paid on a regular, recurring basis.
Identical Stores	Supermarkets in operation throughout the entire two-year period, 1980 and 1981.
Independent	Retailers with ten (10) or less supermarkets.
Scratch Rate	Percentage of items ordered from the distribution center but not shipped to the store.
Selling Area	Customer area of the store.
Shortage (Shrink)	Computed using the "retail method," it includes all inventory shortages, including disappearance, spoilage and damaged merchandise for which there is no supplier reimbursement. Shrink is reported at retail value as a percent of sales.
Store Door Margin	Gross profit after any wholesaler's fees minus warehouse, delivery, and headquarter's cost are deducted.
Store Labor Expense	The payment to all store personnel including the store manager, for straight and overtime wages and regular recurring bonus payments. Payments for sickness, absence, excused time off, training and commissions are included in this figure.
Store Rent and Real Estate	Rent paid for store building and parking lot, real estate taxes and insurance and amortization of lease-hold improvement.
Store Supplies	The expense incurred for checkout, wrapping and prepackaging supplies and maintenance supplies for cleaning, window washing, etc.
Supermarket	A retail food store with annual sales of at least $2 million a year. Conventional Supermarkets (under 30,000 total sq. ft.). Super Stores (over 30,000 total sq. ft., expanded food and non-food selection). Combination Stores (over 30,000 total sq. ft. and at least 25% of area in General Merchandise). Limited Assortment Stores (carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment).

Warehouse Stores (uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service).

Utilities Expense The cost for heating, light, water and power.

Warehouse Cost The total amount of warehouse expense charged to the retail store operation, including such items as salaries, fringe benefits, warehouse rental, equipment rental or depreciation, utility cost and supplies.

Wholesaler: A company which reported wholesale sales in 1981 to supermarkets, institutions and/or businesses other than those owned by the company and primarily engaged in selling a general line of food and related products to food stores.

A. Cooperative:
(Independent)—Retailers who are stockholder members of cooperative wholesale buying groups.

B. Voluntary:
(Independent)—Retailers who belong to voluntary merchandising groups sponsored by wholesalers and who operate under a common name.

C. Unaffiliated:
(Independent)—Retailers who are not affiliated with either wholesale, cooperative or voluntary merchandising groups sponsored by wholesalers.

Region The geographic area in which the company headquarters is located. Listed below are the states which fall into each region.

Northeast
Connecticut
Maine
Massachusetts
New Hampshire
Rhode Island
Vermont

Middle Atlantic
New Jersey
New York
Pennsylvania

East North Central
Illinois
Indiana
Michigan
Ohio
Wisconsin

West North Central
Iowa
Kansas
Minnesota
Missouri
Nebraska
North Dakota
South Dakota

Southeast
Alabama
Delaware
District of Columbia
Florida
Georgia
Kentucky
Maryland
Mississippi
North Carolina
Puerto Rico
South Carolina
Tennessee
Virginia
West Virginia

West South Central
Arkansas
Louisiana
Oklahoma
Texas

Mountain
Arizona
Colordao
Idaho
Montana
Nevada
New Mexico
Utah
Wyoming

Pacific
Alaska
California
Hawaii
Oregon
Washington

Canada

THE FMI DISTRIBUTION CENTER OPERATIONS QUESTIONNAIRE 1982

This questionnaire is part of FMI's annual industry study and is designed to provide descriptive and comparative information for this important segment of the food industry. Only with your participation and expertise can concise and representative data be developed. All information will be held in strictest confidence.

If you have any questions, please call the research department of FMI — (202) 452-8444.

A. General Operations

1. Is your company *primarily* a:
   - retailer? ☐ 1
   - cooperative wholesaler? ☐ 2
   - voluntary wholesaler? ☐ 3
   - unaffiliated wholesaler? ☐ 4

2. What were your company sales in (if 1981 figures are not yet available, please give an estimate):

   1980? .... $__________

   1981? .... $__________

3. How many supermarkets does your operation serve/own (a supermarket is a retail food store with annual sales of at least *two* million dollars)?

   Own __________ supermarkets

   Serve as a Wholesaler __________ supermarkets

4. What percentage of your total annual shipping volume in dollars is attributed to:

corporately owned stores?	______ %
independent food stores?	______ %
other food chains?	______ %
convenience stores?	______ %
restaurants?	______ %
hospitals?	______ %
schools?	______ %
other ________ (please specify)	______ %
TOTAL	100 %

B. Fleet

5. Please complete the following chart to describe your company's fleet in 1981. If data are not available by category, please just complete the total column.

		Owned by Your Company	Leased Equipment	Total Operated by Your Company
Total Number of Trailers	Refrigerated			
	Dry			
Total Number of Tractors	3-Axle			
	2-Axle			
Total Number of Truck Fleet Miles in 1981				
Total Dollar Amount Spent for Fuel (including tax)		$	$	$
Total Gallons Purchased				
Average Fleet Miles Per Gallon		mpg	mpg	mpg

6. How many drivers are normally employed by your company?

	Company	Hired Service
full-time	______	______
part-time	______	______

C. Dry Grocery Distribution Center/Section

7. Please complete a separate line for *each* of your *Dry Grocery* distribution centers/sections:

Dry Grocery Distribution Center/ Section	Total Area in Sq. Ft.	Type of Selection Method* (Circle)	No. of Employees in Distribution Center/ Section**	Average No. of Cases Shipped Per Typical Week	Average No. of Supermarkets Served Per Center	Average No. of Shifts Per Day	Average No. of Items Available	Average No. of Inventory Turns	Current Scratch Rate ***	Average No. of Inbound Truck Loads Per Week
#1		A B C							%	
#2		A B C							%	
#3		A B C							%	
#4		A B C							%	
#5		A B C							%	
#6		A B C							%	

* Select one *primary* method per center. **A,** *manual selection*; **B,** *select to conveyor*, or **C,** *automated selection*.

** Please include all full-time and part-time Dry Grocery center employees, supervisors, loaders, maintenance, cleaners, clerical, etc., who work in the Dry Grocery distribution center/section. If personnel works in more than one section, please estimate the employees by fraction of time spent in each section.

*** Scratch rate is the percentage of items ordered but not shipped to the store.

D. Refrigerated Distribution Center/Section (excluding Frozen Food)

8. Please complete a separate line for *each* of your *Refrigerated* distribution centers/sections:

Refrigerated Distribution Center/ Section	Commodity	Total Area in Sq. Ft.	Type of Selection Method* (Circle)	No. of Employees in Distribution Center/ Section**	Average No. of Cases Shipped Per Typical Week	Average No. of Supermarkets Served Per Center	Average No. of Shifts Per Day	Average No. of Items Available	Average No. of Inventory Turns	Current Scratch Rate ***	Average No. of Inbound Truck Loads Per Week
#1			A B C							%	
#2			A B C							%	
#3			A B C							%	
#4			A B C							%	

* Select one *primary* method per center. **A,** *manual selection*; **B,** *select to conveyor*, or **C,** *automated selection*.

** Please include all full-time and part-time Refrigerated center employees, supervisors, loaders, maintenance, cleaners, clerical, etc., who work in the Refrigerated distribution center/section. If personnel works in more than one section, please estimate the employees by fraction of time spent in each section.

*** Scratch rate is the percentage of items ordered but not shipped to the store.

Average No. of Inbound Rail Cars Per week	Average No. of Outbound Vehicle Loads Per Week	Average No. of Cases Stored and Replenished Per Direct Labor Hour	Average No. of Cases Selected Per Direct Labor Hour	Average No. of Cases Repackaged Per Direct Labor Hour	Average No. of Cases Shipped Per Direct Labor Hour	Average No. of Orders Processed Per Week	Average No. of Cases Received Per Labor Hour	Average No. of Days Center Operates Per Week	Unionized Employees (Circle)
									Yes No
									Yes No
									Yes No
									Yes No
									Yes No
									Yes No

Average No. of Inbound Rail Cars Per Week	Average No. of Outbound Vehicle Loads Per Week	Average No. of Cases Stored and Replenished Per Direct Labor Hour	Average No. of Cases Selected Per Direct Labor Hour	Average No. of Cases Repackaged Per Direct Labor Hour	Average No. of Cases Shipped Per Direct Labor Hour	Average No. of Orders Processed Per Week	Average No. of Cases Received Per Labor Hour	Average No. of Days Center Operates Per Week	Unionized Employees (Circle)	Center or Section (Circle)
									Yes No	C S
									Yes No	C S
									Yes No	C S
									Yes No	C S

E. Traffic and Transportation

9. What percentage of *inbound* truck loads is delivered by:

____ % suppliers' private carrier
____ % common carrier (suppliers' and yours)
____ % contract carrier (suppliers' and yours)
____ % independent trucker (suppliers' and yours)
____ % company trucks/backhaul
100% TOTAL

10. What is the average number of miles per round trip per truck (include retail delivery and backhaul)?

____ miles

11. What is the *average/longest* distance between your distribution center and the stores you serve by region?

	Average	**Longest**
Northeast	____ miles	____ miles
Middle Atlantic	____ miles	____ miles
East North Central	____ miles	____ miles
West North Central	____ miles	____ miles
Southeast	____ miles	____ miles
West South Central	____ miles	____ miles
Mountain	____ miles	____ miles
Pacific	____ miles	____ miles
Canada	____ miles	____ miles

B. Wholesale Operations

If you are a *wholesaler* please answer number 12.

12. Which of the following services do you provide to your retailers (please check as many as apply):

advertising program .... ☐
educational/training program .... ☐
retail accounting service .... ☐
member payroll .... ☐
individual retail pricing program .... ☐
real estate & store engineering .... ☐
interior decor & design service .... ☐
product movement data .... ☐
equipment and fixture financing .... ☐
lease financing .... ☐
equipment procurement .... ☐
gross margin report by item .... ☐
handle private label .... ☐
handle generic label .... ☐
discount programs .... ☐
space allocation .... ☐
scanning support .... ☐
DSD system .... ☐
other .... ☐
(please specify)

THE FMI RETAIL OPERATIONS QUESTIONNAIRE 1982

This questionnaire is part of FMI's annual industry study. It is designed to track trends and development in the supermarket retail operations. We encourage your participation so that the results may be as representative as possible. All data will be held in strictest confidence.

If you have any questions, please call the research department of FMI — (202) 452-8444.

A. General Operations

1. How many *supermarkets* does your company operate (a supermarket is a retail food store with annual sales of at least *two million dollars*)? .... ______________ supermarkets

2. What were your retail supermarket sales in (if 1981 figures are not yet available, please give an estimate):

   1980 .... $ ____________
   1981 .... $ ____________

3. What were your sales for "identical store" (those supermarkets which you had in operation throughout the entire two-year period, 1980 and 1981) for:

   1980 .... $ ____________
   1981 .... $ ____________

4. What percentage of your total supermarket sales in 1981 is accounted for by:

   ____________ % General Merchandise
   ____________ % HaBA

5. Using the definition that retail inventory shortage (shrink) is any unexplained loss, including losses due to theft of merchandise, incorrect pricing practices, breakage, salvage carelessness, negligence and error, what was your company's retail inventory shortage as percentage of sales in 1981? .... ____________ %

6. What percent of your operation is supplied by the following:

   own warehouse .... ____________ %
   voluntary wholesaler .... ____________ %
   cooperative wholesaler .... ____________ %
   unaffiliated wholesaler .... ____________ %
   direct vendor deliveries .... ____________ %
   TOTAL 100 %

7. In how many supermarkets are you currently operating a:

   deli offering carry-out items? .. ____________ supermarkets
   restaurant? .... ____________ supermarkets
   lunch counter/snack bar? ..... ____________ supermarkets
   floral/plant shop? .... ____________ supermarkets

   beer? .... ____________ supermarkets
   liquor? .... ____________ supermarkets
   wine? .... ____________ supermarkets
   catering? .... ____________ supermarkets

   service meat? .... ____________ supermarkets
   fresh seafood? .... ____________ supermarkets
   pharmacy? .... ____________ supermarkets
   scratch and/or bake-off bakery? .. ____________ supermarkets

   reading center? .... ____________ supermarkets
   cosmetic center? .... ____________ supermarkets
   photographic service center? .... ____________ supermarkets
   courtesy booth? .... ____________ supermarkets

8. Please provide *total company* data for the following items:

a. What were your average ***weekly*** sales per supermarket in 1981? .... $ ____________

b. What were your average ***weekly*** sales per checkout in 1981? .... $ ____________

c. What was the average sale per customer transaction for your supermarkets in 1981? .... $ ____________

d. What were your sales per labor hour for store employees in 1981? .... $ ____________

e. What were your average ***weekly*** sales per square foot of selling areas in 1981 (divide average weekly sales for all your supermarkets in operation the entire year by the number of square feet of selling area—customer area—in those stores)? .... $ ____________

f. What is the total size, in square feet, of your typical store? .... $ ____________ (square feet)

g. What is the average retail price per item for all items sold in your supermarket during December, 1981? .... $ ____________

h. On average, how many different items does your typical supermarket carry (count each brand, size, flavor, variety, type of meat cut, etc., as a separate item)? .... $ ____________ number of items

9. Please complete the following chart for *each type* of store you operate. If you do not operate a particular store type, enter NA.

	Conventional Supermarkets (30,000 and under total sq. ft.)	**Super Stores** (over 30,000 total sq. ft., expanded food and non-food selection)	**Combination Stores** (over 30,000 total sq. ft. and at least 25% of area in General Merchandise)	**Limited Assortment** (carries less than 1000 items and offers few if any perishables with a "no frills" shopping environment)	**Warehouse Stores** (uses utilitarian fixtures and emphasizes lowered prices at the expense of customer service)
Number of Each Type of Store					
Average Weekly Sales per Store	$	$	$	$	$
Average Weekly Sales per Checkout	$	$	$	$	$
Average Sales per Customer Transaction	$	$	$	$	$
Sales per Labor Hour	$	$	$	$	$
Average Weekly Sales per Sq. Ft. of Selling Area	$	$	$	$	$
Average Total Size in Sq. Ft.	sq. ft.	sq. ft.	sq. ft.	sq. ft.	sq. ft.
Average Retail Price per Item	$	$	$	$	$
Average Number of Items Carried	items	items	items	items	items

B. Merchandising

10. In how many supermarkets are you currently using the following promotional techniques:

trading stamps? .... ____________ supermarkets
games? .... ____________ supermarkets
continuity programs? .... ____________ supermarkets
in-store coupons? .... ____________ supermarkets

11. What percentage of your *total* sales was spent on advertising by the company? .... ________ %

12. What percentage of your advertising budget was spent on:

newspaper? .... ________ %
radio? .... ________ %
television? .... ________ %
mailer/flyer? .... ________ %
in-store coupons? .... ________ %
billboards? .... ________ %
other? .... ________ %
TOTAL 100 %

13. How many of your supermarkets are presently accepting credit cards:

for grocery items? .... ____________ supermarkets
for pharmaceutical items and/or non-foods? .... ____________ supermarkets

C. Scanning

14. By the end of 1981, will your company be 100% scanning? .... yes ☐ no ☐

15. In which of the following ways are you currently using your scanning POS data (please check as many as apply):

don't have scanners .... ☐
checker performance .... ☐
coupon accounting .... ☐
specials .... ☐
work scheduling .... ☐
shrink analysis .... ☐
shelf allocation .... ☐
meat department analysis .... ☐
produce department analysis .... ☐
new product evaluation .... ☐
price elasticity .... ☐
reordering .... ☐
not currently making use of available data ...... ☐

16. Do you have someone specifically responsible for the analysis of scanning data?

don't have scanners ☐ yes ☐ no ☐

D. Shopping Carts

17. How many shopping carts does your company have per typical supermarket? .... ________ carts/store

18. On the average, what percent of your shopping carts are lost annually? .... ________ %

19. What is the life expectancy of a typical shopping cart? .... ________ years

20. What is your average annual maintenance and repair cost per shopping cart (divide total maintenance and repair cost by the total number of shopping carts)? $________

21. Of the following methods, which *one* best describes your company's primary method for getting groceries from the supermarket to the customer's carts?

☐ Parcel pick-up/carry-out service
☐ Shopping cart remains at a loading zone for pick-up
☐ Shopping cart is taken directly to car by customer

22. Are you aware of any state or local ordinances/laws which effect your use of shopping carts? yes ☐ no ☐

If yes, list states ____

E. Coin-Operated Electronic Games

23. In how many supermarkets are you currently operating coin-operated electronic games? .... ________ supermarkets

24. Please estimate how many supermarkets will have electronic games, in 1982 .... ________ supermarkets

25. In how many supermarkets, were games installed but then permanently removed? ... ________ supermarkets

☐ Never had any games

Answer only if your company has ever had electronic games.

26. Number of games typically installed per store .... ________ machines

27. Average gross revenue per game per week .... $________ per game/per week

28. Games are typically located: (Please check only one) ....

☐ outside the store
☐ inside, in front of store
☐ in shopping area proper

29. What is the major difficulty you have experienced with machines? ....

☐ No major problems
☐ Poor Service
☐ Equipment
☐ Loitering of players
☐ Increased Pilferage
☐ General disruption

CUSTOMER PAYMENT POLICIES, 1981

This questionnaire is part of an annual FMI industry study. It is designed to explore two very important issues, check cashing and food stamps and to provide descriptive and comparative information. Only with your participation and expertise can concise and representative data be developed.

A complimentary copy of the report will be sent to each participant. All information will be held in strictest confidence. If you have any questions, please call the FMI Research Department — (202) 452-8444.

A. Company Information

1. What were your retail supermarket sales in 1981 (Please estimate if exact sales are not known)? .... $____________

2. How many supermarkets does your company operate (a supermarket is a retail food store with annual sales of at least *two* million dollars)? .... ____________ supermarkets

Check Cashing

Sections B and C will take a detailed look at check acceptance policies. This issue is of critical importance to the supermarket industry and the results will provide a picture of industry policies which will be useful to all retailers.

B. Check Acceptance Policy

Realizing that store managers can use their discretionary judgement in individual situations involving check acceptance, please answer these questions as to what is the typical policy for your supermarkets for both personal checks and payroll and government checks.

	Personal Checks	Payroll/Government Checks
3. Do your supermarkets typically accept:	☐ Yes ☐ No	☐ Yes ☐ No
4. Will your stores typically accept checks without a purchase:	☐ Yes ☐ No	☐ Yes ☐ No
5. Do your stores accept checks for more than the amount of purchase?	☐ No ☐ Yes, up to $____________ over the purchase	☐ No ☐ Yes, up to $____________ over the purchase
6. How much does your company charge customers for:		
a. accepting checks in the amount of the purchase	☐ No charge ☐ Yes ________ ¢ per check	☐ No charge ☐ Yes ________ ¢ per check
b. accepting checks over the purchase amount.	☐ No charge ☐ Yes ________ ¢ per check ☐ Other ☐ Do not accept checks over the amount	☐ No charge ☐ Yes ________ ¢ per check ☐ Other ☐ Do not accept checks over the amount
c. returned checks..................................	☐ No charge ☐ Yes $ _______ per check ☐ Other ____________	☐ No charge ☐ Yes $ _______ per check ☐ Other ____________

7. Where are checks usually authorized?

Personal Checks	Payroll/Government Checks
1—☐ In the grocery lane	1—☐ In the grocery lane
2—☐ Courtesy booth	2—☐ Courtesy booth
3—☐ Bank Terminal	3—☐ Bank Terminal
4—☐ Other ________	4—☐ Other ________

8. In order to have a check accepted, what is the identification used by the majority of your customers?

a. Primary method:
(If possible, please check only one)

Personal Checks	Payroll/Government Checks
1—☐ Store Courtesy Card	1—☐ Store Courtesy Card
2—☐ Bank Check Cashing Card	2—☐ Bank Check Cashing Card
3—☐ Driver's License	3—☐ Driver's License
4—☐ Major Credit Card	4—☐ Major Credit Card
5—☐ Military ID	5—☐ Military ID
6—☐ Checker Knows Customer	6—☐ Checker Knows Customer
7—☐ Other ________	7—☐ Other ________

b. Secondary methods:
(Please check as many as apply)

Personal Checks	Payroll/Government Checks
1—☐ Store Courtesy Card	1—☐ Store Courtesy Card
2—☐ Bank Check Cashing Card	2—☐ Bank Check Cashing Card
3—☐ Driver's License	3—☐ Driver's License
4—☐ Major Credit Card	4—☐ Major Credit Card
5—☐ Military ID	5—☐ Military ID
6—☐ Other ________	6—☐ Other ________

C. Number and Value of Checks Accepted

9. How many checks does each of your supermarkets typically accept per week? .... ________ checks/store

10. How many checks accepted per week per supermarket are returned due to insufficient funds (NSF)? .... ________ checks/store

11. How many checks are written off as uncollectable per store per week? .... ________ checks/store

12. What is the total value of checks accepted as a percent of supermarket sales? .... ________ %

13. What percent of your customers' transaction are paid for by check, with cash, or by food stamps? ....

________ % by check
________ % by cash
________ % by food stamps
100 %

14. What is the average value of the checks accepted? .... $________ /check

15. What is the average value of the checks that are written off? .... $________ /check

Food Stamps

This last section explores the area of food stamls in retail operations. It will provide company data for many facets including costs and handling. Please answer each question with your best estimate, if exact figures are not available.

D. 1. What proportion of your food stamps are cashed in at: .... ________ % banks

________ % wholesalers

100 %

2. a. Does your company pay a service charge to a bank or wholesaler to handle your food stamps? ....

☐ No, skip to No. 3

☐ Yes

b. If yes:

Bank Services Charge: Percent of Total Value ________ %

Amount per Food Stamp Coupon ________ ¢/coupon

Wholesaler Service Charge: Percent of Total Value ________ %

Amount per Food Stamp Coupon ________ ¢/coupon

c. What was the total service charge paid by your company for the handling of food stamps in 1981? .... $ ____________

3. What percent of your company's 1981 sales were in food stamps? (Please give your best estimate if actual figures are unknown.) .... ________ %

4. What was the total value of food stamps received in 1981? .... $ ____________

5. What was the average number of food stamp coupons received in 1981 per store? ________ food stamp coupons/store

The Food Marketing Institute (FMI) is a non-profit association that conducts programs in research, education and public affairs on behalf of its 1100 members—food wholesalers and retailers and their customers in the United States and overseas. FMI's domestic member companies operate over 17,000 retail food stores with a combined annual sales volume of $120 billion—half of all grocery sales in the United States. More than two-thirds of FMI's membership is comprised of independent supermarket operators or small regional firms. Its international membership includes more than 100 members from 37 nations.